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Laventhol & Horwath
Certified Public Accountants

B5050-4 11/22/82

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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AUGUST 1982 COMPARED WITH AUGUST 1981

OCCUPANCIES DROP 5.2 PERCENT;
ROOM RATES INCREASE ONLY 6.1 PERCENT

For the second straight month, and the third time this year, occupancy rates in the U.S. lodging industry fell by more than 5 percent to a level of 69.2 percent during August 1982. The decline was particularly acute in the South as both the Southeast and South Central regions reported sharp drops, 6.0 and 7.9 percent respectively. Even though August is typically the heaviest travel month for families, resort properties still experienced a decline of 4.3 percent from August of 1981. This drop in conjunction with the disappointing occupancy levels of June and July made the summer of 1982 a very disappointing season for resort operators.

While the average receipt per cover rose 5.3 percent to $7.53, it was not enough to offset the 5.0 percent decline in the number of covers served. This is the first time that the percentage change in the number of covers served has been reported and it will show the reader real changes in restaurant activity. With room sales per occupied room showing only a moderate rise and the number of covers served falling dramatically, room sales and food and beverage sales combined for only a 1.0 percent increase from August 1981.

Throughout the first eight months of 1982 the occupancy rate has fallen to 66.4 percent, 4.2 percent below the same period in the previous year. This soft demand coupled with uncontrollable events, such as the NFL players strike and the dramatic drop in Mexican tourism due to the devaluation of the peso and its inconvertibility, continue to increase the already heavy burden this extended recession is placing on the lodging industry. Therefore, we expect that the remainder of 1982 will continue to reflect slowly falling occupancy rates, with a turnaround not anticipated until the spring of 1983.

	Projections	Actual Last Year
October	66-68%	71.4%
November	58-60%	61.4%
December	45-47%	49.4%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	62.4%	– 4.0%
AFFILIATION:		
Chain	63.9	– 2.0
Independent	58.2	– 10.5
AREA:		
Northeast	62.5	– 6.3
Southeast	59.3	– 5.3
North Central	58.6	– 5.3
South Central	63.9	– 5.6
West	71.2	2.4
LOCATION:		
Center City	59.6	– 3.7
Suburban	63.7	– 4.9
Highway	63.8	– 10.1
Airport	68.0	0.4
Resort	60.0	– 4.2
SIZE:		
Under 150 rooms	66.2	– 4.3
150 to 299 rooms	69.1	10.2
300 to 600 rooms	62.7	– 1.9
Over 600 rooms	58.4	– 5.3
TYPE:		
Hotel	61.3	– 2.4
Motor Hotel	63.4	– 3.5
Budget	63.6	– 8.0

*FROM PREVIOUS MONTH

Randell A. Smith, Associate Director
Chris Bodnar, Research Associate
Research, Development and Education

TREND REPORT AUGUST 1982 COMPARED WITH AUGUST 1981

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL U.S.A.	1.0	1.5	-0.3	*	69.2	-5.2	64.5	-2.1	$ 48.16	6.1
REGION:										
Northeast	4.4	4.0	5.4	*	70.4	-3.7	53.1	-0.4	$ 65.64	7.3
Southeast	-2.6	-2.9	-1.7	*	62.9	-6.0	103.0	-3.2	45.94	2.0
North Central	-0.8	0.4	-4.1	*	69.0	-3.9	51.0	-0.2	35.69	4.6
South Central	-1.4	-1.2	-2.0	*	67.5	-7.9	52.3	-1.3	46.35	6.2
West	5.6	7.9	0.1	*	80.2	-3.5	71.5	-4.7	52.34	10.0
AFFILIATION:										
Chain	0.3	0.5	-0.4	*	70.6	-5.1	60.9	-1.3	$ 46.54	4.7
Independent	3.1	4.7	-	*	64.7	-5.5	76.2	-3.4	53.82	10.9
LOCATION:										
Center City	2.4	3.1	0.6	*	63.2	-4.5	52.2	-0.6	$ 59.14	7.3
Suburban	-0.7	-0.2	-2.0	*	71.9	-7.0	55.9	-2.3	42.84	6.7
Highway	0.7	1.3	-1.2	*	73.5	-4.4	68.6	-4.9	34.69	5.1
Airport	-1.9	-2.1	-1.5	*	72.4	-6.2	38.6	-8.7	45.87	4.4
Resort	1.7	2.3	0.7	*	69.8	-4.3	116.7	-	58.92	4.9
SIZE:										
Under 150 Rooms	1.0	1.7	-1.7	*	76.2	-4.2	65.7	-1.9	$ 34.80	6.5
150 to 300 Rooms	-0.9	-0.5	-1.8	*	68.5	-5.6	54.9	-2.5	44.46	4.6
300 to 600 Rooms	0.3	0.7	-0.4	*	66.7	-7.7	76.9	-0.3	58.76	6.8
Over 600 Rooms	4.7	5.3	3.1	*	63.3	-2.3	65.9	-3.5	66.73	6.7
TYPE:										
Hotel	1.8	2.3	0.6	*	65.3	-4.5	61.4	-0.6	$ 59.17	6.2
Motor Hotel	-1.2	-0.7	-2.3	*	72.0	-6.6	70.8	-3.1	41.77	5.3
Budget	5.8	5.6	10.1	*	76.6	-2.9	56.0	-1.9	27.96	9.0

* INSUFFICIENT RESPONSE
\- NO CHANGE

YEAR TO DATE TREND REPORT - AS OF AUGUST 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL U.S.A.	3.3	3.8	2.3	*	66.4	-4.2	50.7	-0.2	$ 48.94	7.8
REGION:										
Northeast	5.2	5.0	5.6	*	67.8	-3.1	40.4	-0.2	$ 66.33	8.3
Southeast	1.7	0.9	3.4	*	66.0	-6.1	73.1	-0.7	56.52	7.2
North Central	1.2	2.3	-1.3	*	60.2	-4.1	44.4	4.5	35.19	6.7
South Central	3.1	3.8	1.4	*	69.3	-4.4	44.9	-1.5	47.74	8.1
West	5.5	7.0	2.0	*	71.8	-3.1	61.8	-1.3	45.97	8.8
AFFILIATION:										
Chain	3.2	3.7	1.8	*	67.6	-4.1	48.2	0.2	$ 47.65	7.4
Independent	3.9	4.0	3.8	*	61.9	-4.6	60.0	-0.2	54.44	9.4
LOCATION:										
Center City	2.6	2.8	2.2	*	63.5	-4.2	43.2	0.2	$ 61.70	7.0
Suburban	1.4	2.3	-0.4	*	67.1	-5.4	45.8	-0.2	43.25	8.1
Highway	4.0	4.9	1.2	*	66.4	-3.9	53.2	-0.2	32.88	8.8
Airport	4.5	4.9	3.4	*	71.1	-3.1	36.5	-0.5	46.19	7.4
Resort	5.9	6.3	5.5	*	68.9	-3.8	92.5	-0.2	62.80	8.4
SIZE:										
Under 150 Rooms	3.7	4.6	0.1	*	68.0	-3.8	59.0	0.7	$ 32.87	9.1
150 to 300 Rooms	2.3	3.0	0.9	*	66.2	-4.2	48.5	-0.4	45.92	7.0
300 to 600 Rooms	2.0	2.5	1.2	*	65.3	-5.8	49.7	1.4	58.15	7.7
Over 600 Rooms	5.8	5.4	6.7	*	65.6	-2.8	45.7	-2.6	72.53	7.3
TYPE:										
Hotel	3.5	3.7	3.2	*	65.9	-4.1	48.3	-0.6	$ 61.10	7.3
Motor Hotel	2.4	3.4	0.1	*	67.4	-4.3	53.6	0.6	41.77	7.6
Budget	6.4	6.5	3.7	*	65.4	-4.7	53.8	0.4	24.78	11.8

* INSUFFICIENT RESPONSE

YEAR TO DATE ROOMS REPORT - AS OF AUGUST 1982

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST	
	1982	1981	1982	1981	1982	1981	1982	1981
TOTAL U.S.A.	66.4	69.3	50.7	50.8	$ 48.94	$ 45.39	$ 34.65	$ 32.12
REGION:								
Northeast	67.8	70.0	40.4	40.5	$ 66.33	$ 61.27	$ 49.21	$ 45.18
Southeast	66.0	70.3	73.1	73.6	56.52	52.74	34.57	32.24
North Central	60.2	62.8	44.4	42.5	35.19	32.99	26.33	25.19
South Central	69.3	72.5	44.9	45.6	47.74	44.15	34.01	31.27
West	71.8	74.1	61.8	62.6	45.97	42.27	31.16	28.35
AFFILIATION:								
Chain	67.6	70.5	48.2	48.1	$ 47.65	$ 44.35	$ 34.67	$ 32.26
Independent	61.9	64.9	60.0	60.1	54.44	49.75	34.59	31.65
LOCATION:								
Center City	63.5	66.3	43.2	43.1	$ 61.70	$ 57.67	$ 44.88	$ 41.89
Suburban	67.1	70.9	45.8	45.9	43.25	40.01	30.34	28.07
Highway	66.4	69.1	53.2	53.3	32.88	30.21	23.47	21.74
Airport	71.1	73.4	36.5	36.7	46.19	43.00	34.54	32.07
Resort	68.9	71.6	92.5	92.7	62.80	57.91	33.75	30.67
SIZE:								
Under 150 Rooms	68.0	70.7	59.0	58.6	$ 32.87	$ 30.12	$ 22.07	$ 20.44
150 to 300 Rooms	66.2	69.1	48.5	48.7	45.92	42.92	31.91	29.76
300 to 600 Rooms	65.3	69.3	49.7	49.0	58.15	53.97	38.95	36.16
Over 600 Rooms	65.6	67.5	45.7	46.9	72.53	67.61	51.51	47.31
TYPE:								
Hotel	65.9	68.7	48.3	48.6	$ 61.10	$ 56.95	$ 42.56	$ 39.43
Motor Hotel	67.4	70.4	53.6	53.3	41.77	38.83	27.57	25.65
Budget	65.4	68.6	53.8	53.6	24.78	22.17	18.18	16.45

FOOD AND BEVERAGE REPORT - AUGUST 1982 COMPARED WITH AUGUST 1981

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES	
	1982	1981	1982	1981	1982	1981	1982	1981
TOTAL U.S.A.	$ 25.46	$ 25.53	$ 7.53	$ 7.15	0.35	0.37	0.22	0.22
REGION:								
Northeast	$ 28.24	$ 26.78	$ 8.61	$ 7.91	0.34	0.36	0.21	0.22
Southeast	24.39	24.82	7.34	7.23	0.37	0.37	0.22	0.23
North Central	22.97	23.95	6.36	6.23	0.37	0.39	0.23	0.23
South Central	22.59	23.04	7.12	6.98	0.35	0.36	0.21	0.21
West	30.68	30.64	8.21	7.29	0.35	0.36	0.22	0.22
AFFILIATION:								
Chain	$ 22.58	$ 22.67	$ 7.14	$ 6.84	0.35	0.36	0.21	0.22
Independent	36.07	36.07	8.35	7.78	0.36	0.37	0.23	0.24
LOCATION:								
Center City	$ 26.80	$ 26.63	$ 8.26	$ 7.86	0.34	0.35	0.21	0.21
Suburban	22.27	22.71	6.59	6.54	0.36	0.38	0.23	0.23
Highway	20.12	20.37	5.97	5.64	0.38	0.38	0.23	0.23
Airport	21.07	21.39	6.98	6.31	0.36	0.38	0.22	0.22
Resort	35.82	35.58	8.13	7.63	0.36	0.37	0.22	0.23
SIZE:								
Under 150 Rooms	$ 23.52	$ 23.92	$ 6.15	$ 5.55	0.39	0.40	0.24	0.25
150 to 300 Rooms	22.16	22.56	6.76	6.48	0.37	0.38	0.23	0.23
300 to 600 Rooms	28.55	28.67	7.60	7.33	0.34	0.36	0.21	0.22
Over 600 Rooms	29.83	28.92	9.20	8.76	0.33	0.34	0.20	0.20
TYPE:								
Hotel	$ 29.40	$ 29.24	$ 8.17	$ 7.69	0.35	0.36	0.21	0.22
Motor Hotel	20.16	20.63	5.97	5.82	0.37	0.38	0.23	0.23

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF AUGUST 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES	
	1982	1981	1982	1981	1982	1981	1982	1981
TOTAL U.S.A.	29.06	$ 28.40	$ 8.02	$ 7.51	0.34	0.35	0.22	0.22
REGION:								
Northeast	33.00	$ 31.26	$ 9.32	$ 8.51	0.32	0.33	0.21	0.21
Southeast	32.98	31.91	8.56	8.09	0.35	0.35	0.22	0.22
North Central	28.17	28.54	6.89	6.59	0.36	0.37	0.22	0.23
South Central	24.07	23.73	7.69	7.26	0.35	0.35	0.22	0.22
West	29.29	28.72	7.90	7.37	0.35	0.35	0.22	0.21
AFFILIATION:								
Chain	26.45	$ 25.98	$ 7.87	$ 7.36	0.34	0.35	0.21	0.21
Independent	40.64	39.17	8.39	7.90	0.36	0.36	0.23	0.24
LOCATION:								
Center City	31.30	$ 30.62	$ 8.94	$ 8.42	0.32	0.33	0.21	0.21
Suburban	25.73	25.83	7.12	6.70	0.36	0.37	0.22	0.23
Highway	22.89	22.63	6.20	5.76	0.37	0.37	0.23	0.23
Airport	24.38	23.58	7.20	6.70	0.36	0.36	0.21	0.22
Resort	40.49	38.38	8.75	8.16	0.35	0.36	0.22	0.22
SIZE:								
Under 150 Rooms	24.72	$ 24.70	$ 6.32	$ 6.05	0.39	0.39	0.24	0.25
150 to 300 Rooms	25.13	24.92	7.04	6.67	0.36	0.37	0.23	0.23
300 to 600 Rooms	30.83	30.46	8.32	7.78	0.34	0.34	0.21	0.22
Over 600 Rooms	38.10	35.72	10.18	9.39	0.31	0.31	0.19	0.19
TYPE:								
Hotel	33.77	$ 32.72	$ 8.79	$ 8.22	0.33	0.34	0.21	0.21
Motor Hotel	22.05	22.02	6.21	5.88	0.37	0.37	0.23	0.23

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SEPTEMBER 1982 COMPARED WITH SEPTEMBER 1981

SHARP DECLINES IN OCCUPANCIES; TOTAL SALES DROP 1.4 PERCENT

The occupancy rate dropped 7.0 percent from September 1981 to September 1982, the largest one-month decline since 1975. Occupancies fell in every segment of the industry by at least 5 percent, but unquestionably the hardest hit properties were those located in the South Central United States. In particular, properties in Houston experienced a decline in occupancies during September of over 16 percent. Suburban properties and those with 300 to 600 rooms also experienced sharp declines while resort properties and those with over 600 rooms fared better than average. Budget properties also performed slightly better than hotels or motor hotels.

What was particularly surprising about the results for this month was the decline of 1.4 percent in total sales. This was the first month since early 1971 that we have reported a drop of this magnitude. Room, food and beverage sales declined during the month even though other revenues increased by 2.9 percent. This decline in revenues stems primarily from the drop in occupancies; the double occupancy rate fell 2.3 percent, since room sales per occupied room rose 5.4 percent to $49.56. Food and beverage sales per occupied room fell nearly $.50 to $27.93 while the average receipt per cover rose by 6.8 percent.

The sharp declines reported in the South Central United States was due in large part to the economic difficulties in Mexico. Currently, both Canada and Mexico, our nearest neighbors and largest source of international travelers, are experiencing economic difficulties. These difficulties combined with our sluggish domestic economy will continue to place a drag on demand in the lodging industry. The sharp drop in occupancies during September fell at the low end of our projections. While we continue to anticipate further declines during the next several months, by January of 1983 the declines should be much more moderate than those experienced at the end of 1982.

	Projections	Actual Last Year
November 1982	57-59%	61.4%
December 1982	45-47%	49.4%
January 1983	51-53%	55.8%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	62.5%	0.1%
AFFILIATION:		
Chain	63.5	– 0.6
Independent	60.0	3.1
AREA:		
Northeast	65.4	4.6
Southeast	59.1	– 0.3
North Central	58.5	– 0.2
South Central	62.1	– 2.8
West	66.2	– 7.0
LOCATION:		
Center City	61.2	2.7
Suburban	62.5	– 1.9
Highway	64.6	1.3
Airport	66.4	– 2.4
Resort	62.1	3.5
SIZE:		
Under 150 rooms	63.5	– 4.1
150 to 299 rooms	58.6	– 15.2
300 to 600 rooms	61.6	– 1.8
Over 600 rooms	62.4	6.8
TYPE:		
Hotel	61.0	– 0.5
Motor Hotel	62.5	– 1.4
Budget	67.9	6.8

*FROM PREVIOUS MONTH

Randell A. Smith, Associate Director
Chris Bodnar, Research Associate
Research, Development and Education

TREND REPORT SEPTEMBER 1982 COMPARED WITH SEPTEMBER 1981

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL U.S.A.	-1.4	-1.5	-1.7	2.9	63.3	-7.0	46.2	-2.3	$ 49.56	5.4	$ 73.08	7.0
REGION:												
Northeast	0.1	-0.2	-1.0	8.9	72.9	-5.6	39.8	-	$ 67.85	6.2	$100.41	6.4
Southeast	-1.3	-1.9	-0.8	3.6	50.8	-5.2	68.0	-2.6	45.35	3.1	71.79	5.1
North Central	-1.2	-0.6	-2.6	-4.3	64.3	-5.0	40.5	-1.7	35.95	4.9	50.45	5.5
South Central	-6.4	-6.7	-5.2	-8.2	60.6	-12.4	38.4	-0.3	46.65	5.4	68.07	12.9
West	1.9	2.2	1.2	4.7	70.5	-6.3	55.6	-10.8	50.46	6.3	73.36	4.1
AFFILIATION:												
Chain	-0.9	-1.2	-0.6	3.4	64.3	-6.9	43.9	-1.3	$ 48.39	5.2	$ 69.03	6.5
Independent	-2.8	-2.5	-4.0	2.0	59.9	-7.7	52.5	-4.0	53.54	6.1	86.84	8.8
LOCATION:												
Center City	-2.5	-2.6	-3.2	4.1	64.5	-7.5	39.7	-	$ 63.02	5.6	$ 92.79	8.5
Suburban	-3.9	-4.7	-2.4	-0.3	63.7	-9.4	38.0	-5.2	43.07	4.7	64.37	10.0
Highway	1.7	1.8	1.1	4.0	64.2	-5.3	52.7	-1.9	32.58	6.6	42.30	4.7
Airport	-0.9	-1.3	0.1	-1.5	66.4	-6.9	32.4	-14.3	46.69	5.0	68.55	6.4
Resort	2.3	3.1	0.6	3.7	55.5	-5.1	83.4	-0.2	54.02	5.9	90.05	2.6
SIZE:												
Under 150 Rooms	-1.1	-1.3	-0.5	3.4	66.0	-6.9	51.8	-1.3	$ 32.74	6.3	$ 42.35	7.7
150 to 300 Rooms	-1.9	-1.8	-2.2	0.2	61.4	-7.3	41.0	-2.8	45.20	5.3	68.42	7.2
300 to 600 Rooms	-4.3	-4.1	-5.6	0.4	61.1	-10.0	51.9	-1.1	57.54	5.4	87.85	9.9
Over 600 Rooms	1.4	0.7	2.2	5.8	65.4	-3.5	42.2	-3.9	69.21	3.9	103.74	3.2
TYPE:												
Hotel	-1.8	-1.9	-2.1	2.6	62.8	-7.0	43.2	-2.3	$ 61.34	4.8	$ 95.62	6.8
Motor Hotel	-1.2	-1.6	-0.7	3.1	61.9	-7.7	49.7	-3.1	41.89	6.0	59.41	7.7
Budget	1.7	1.7	1.3	9.1	68.5	-5.6	50.1	0.6	27.82	7.7	29.17	5.9

- NO CHANGE

YEAR TO DATE TREND REPORT - AS OF SEPTEMBER 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL U.S.A.	2.8	3.2	1.9	2.9	66.4	-4.5	54.7	-	$ 48.42	7.5	$ 69.39	4.2
REGION:												
Northeast	4.4	4.3	4.7	8.9	68.4	-3.5	40.3	-0.2	$ 66.49	8.0	$ 95.39	3.5
Southeast	1.5	1.0	2.6	3.6	65.5	-5.6	88.6	0.3	51.40	6.4	75.42	5.3
North Central	1.0	2.1	-1.4	-4.3	60.9	-4.4	43.9	4.0	35.05	6.6	50.47	4.4
South Central	2.2	2.8	0.8	-8.2	68.5	-5.1	44.4	-1.3	47.62	7.9	67.15	4.9
West	5.1	6.4	1.9	4.7	71.7	-3.4	61.5	-2.2	46.43	8.5	65.47	1.9
AFFILIATION:												
Chain	2.7	3.2	1.6	3.4	67.5	-4.4	52.2	0.4	$ 47.27	7.1	$ 66.43	3.8
Independent	2.9	3.1	2.7	2.0	62.1	-5.0	63.4	-0.8	53.17	8.9	81.59	5.6
LOCATION:												
Center City	2.0	2.1	1.6	4.1	63.6	-4.6	43.1	0.2	$ 61.49	6.8	$ 88.64	4.6
Suburban	0.9	1.7	-0.6	-0.3	67.2	-5.8	46.6	-0.9	42.69	7.9	62.14	6.1
Highway	3.9	4.7	1.3	4.0	66.8	-3.9	63.8	-0.2	32.97	8.3	42.47	3.5
Airport	4.0	4.4	3.2	-1.5	70.5	-3.7	36.9	-1.9	46.05	7.3	67.02	2.8
Resort	4.9	5.2	4.4	3.7	67.6	-4.1	98.7	0.6	60.59	7.9	93.18	2.6
SIZE:												
Under 150 Rooms	3.2	4.0	0.1	3.4	68.1	-4.2	59.9	-	$ 32.79	8.9	$ 41.47	4.7
150 to 300 Rooms	1.9	2.5	0.5	0.2	65.8	-4.5	51.6	-0.4	45.24	6.8	66.32	4.2
300 to 600 Rooms	1.5	1.9	0.7	0.4	65.6	-6.2	56.6	0.7	56.85	7.3	84.80	5.2
Over 600 Rooms	5.1	4.7	5.9	5.8	65.7	-3.0	51.5	-0.8	70.87	6.8	103.57	2.0
TYPE:												
Hotel	2.9	3.0	2.6	2.6	65.7	-4.4	49.8	-0.6	$ 60.92	7.0	$ 92.03	3.9
Motor Hotel	2.1	3.0	-	3.1	67.3	-4.4	61.0	0.5	41.30	7.2	57.02	4.1
Budget	5.9	6.0	2.0	*	66.2	-4.7	55.9	0.2	25.18	11.4	25.77	5.1

* INSUFFICIENT RESPONSE
- NO CHANGE

FOOD AND BEVERAGE REPORT - SEPTEMBER 1982 COMPARED WITH SEPTEMBER 1981

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	% CHG
TOTAL U.S.A.	$27.93	$28.41	$ 8.69	$ 8.14	0.34	0.34	0.22	0.22	65.1	62.6	$ 5.74	$ 5.19	-8.3
REGION:													
Northeast	$30.84	$31.16	$10.39	$ 9.65	0.31	0.32	0.21	0.21	67.5	65.8	$ 7.07	$ 6.44	-7.2
Southeast	28.16	28.38	8.67	8.12	0.37	0.38	0.23	0.24	66.2	62.1	6.06	5.33	-6.5
North Central	26.03	26.71	7.05	6.73	0.35	0.35	0.23	0.23	61.6	60.4	4.22	3.98	-7.8
South Central	23.77	25.07	7.81	7.43	0.36	0.36	0.22	0.22	62.7	58.9	4.69	4.21	-12.8
West	30.63	30.25	8.69	8.04	0.33	0.34	0.21	0.21	61.2	60.5	5.04	4.64	-6.0
AFFILIATION:													
Chain	$24.78	$24.92	$ 8.45	$ 7.85	0.33	0.34	0.21	0.21	65.8	64.0	$ 5.72	$ 5.19	-7.6
Independent	38.69	40.29	9.11	8.64	0.35	0.36	0.23	0.24	63.9	60.3	5.77	5.18	-9.4
LOCATION:													
Center City	$29.55	$30.54	$ 9.69	$ 8.92	0.31	0.32	0.21	0.21	69.2	67.7	$ 6.82	$ 6.10	-11.1
Suburban	24.99	25.60	7.51	7.22	0.35	0.35	0.22	0.23	62.5	58.8	4.55	4.13	-9.3
Highway	22.15	21.91	6.57	6.13	0.37	0.37	0.24	0.23	56.0	54.0	3.30	3.07	-1.8
Airport	23.42	23.38	6.97	6.72	0.36	0.36	0.22	0.22	63.8	59.8	4.53	4.09	-3.4
Resort	36.33	36.11	9.28	8.68	0.36	0.37	0.22	0.23	60.2	56.4	5.43	4.85	-4.9
SIZE:													
Under 150 Rooms	$28.07	$28.22	$ 6.79	$ 6.39	0.39	0.39	0.24	0.25	55.0	54.5	$ 3.74	$ 3.53	-5.5
150 to 300 Rooms	25.08	25.65	7.59	7.21	0.36	0.36	0.23	0.23	65.6	63.6	4.87	4.60	-8.6
300 to 600 Rooms	28.19	29.86	8.17	7.81	0.34	0.34	0.22	0.22	69.3	64.4	5.61	4.94	-10.6
Over 600 Rooms	31.76	31.07	11.00	10.06	0.31	0.32	0.19	0.20	63.8	62.4	7.43	6.61	-6.4
TYPE:													
Hotel	$31.94	$32.61	$ 9.22	$ 8.56	0.33	0.34	0.21	0.22	66.5	63.8	$ 6.16	$ 5.48	-9.4
Motor Hotel	21.62	21.78	6.96	6.69	0.37	0.37	0.22	0.23	59.5	58.2	4.15	3.98	-4.1

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1981

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	% CHG
TOTAL U.S.A.	$28.28	$27.76	$ 8.02	$ 7.50	0.34	0.35	0.22	0.22	65.1	62.6	$ 5.74	$ 5.19	-4.6
REGION:													
Northeast	$32.70	$31.24	$ 9.46	$ 8.66	0.32	0.33	0.21	0.21	67.5	65.8	$ 7.07	$ 6.44	-2.1
Southeast	28.64	27.91	8.18	7.66	0.35	0.36	0.22	0.22	66.2	62.1	6.06	5.33	-5.9
North Central	27.98	28.38	6.90	6.60	0.36	0.37	0.22	0.23	61.6	60.4	4.22	3.98	-5.3
South Central	24.04	23.85	7.70	7.27	0.35	0.35	0.22	0.22	62.7	58.9	4.69	4.21	-4.7
West	29.46	28.90	8.00	7.45	0.34	0.35	0.22	0.21	61.2	60.5	5.04	4.64	-5.2
AFFILIATION:													
Chain	$25.75	$25.36	$ 7.84	$ 7.31	0.34	0.35	0.21	0.21	65.8	64.0	$ 5.72	$ 5.19	-4.8
Independent	39.04	38.01	8.48	8.00	0.35	0.36	0.23	0.24	63.9	60.3	5.77	5.18	-4.1
LOCATION:													
Center City	$30.96	$30.47	$ 9.00	$ 8.45	0.32	0.33	0.21	0.21	69.2	67.7	$ 6.82	$ 6.10	-4.2
Suburban	25.43	25.58	7.11	6.70	0.36	0.36	0.22	0.23	62.5	58.8	4.55	4.13	-6.7
Highway	21.13	20.86	6.12	5.67	0.37	0.37	0.23	0.23	56.0	54.0	3.30	3.07	-3.6
Airport	24.21	23.47	7.13	6.64	0.36	0.36	0.21	0.22	63.8	59.8	4.53	4.09	-3.5
Resort	37.69	36.11	8.75	8.13	0.35	0.36	0.22	0.22	60.2	56.4	5.43	4.85	-4.3
SIZE:													
Under 150 Rooms	$24.87	$24.86	$ 6.35	$ 6.04	0.39	0.39	0.24	0.25	55.0	54.5	$ 3.74	$ 3.53	-5.5
150 to 300 Rooms	24.68	24.57	7.06	6.68	0.36	0.37	0.23	0.23	65.6	63.6	4.87	4.60	-4.7
300 to 600 Rooms	29.27	29.07	8.15	7.63	0.34	0.35	0.21	0.22	69.3	64.4	5.61	4.94	-4.6
Over 600 Rooms	36.40	34.36	10.22	9.40	0.31	0.32	0.19	0.19	63.8	62.4	7.43	6.61	-4.0
TYPE:													
Hotel	$33.32	$32.47	$ 8.82	$ 8.24	0.33	0.34	0.21	0.21	66.5	63.8	$ 6.16	$ 5.48	-4.5
Motor Hotel	21.29	21.29	6.24	5.89	0.37	0.37	0.23	0.23	59.5	58.2	$ 4.15	$ 3.98	-4.8

NEW TIP REPORTING REQUIREMENTS

The Tax Equity and Fiscal Responsibility Act of 1982 ('TEFRA') has created new information reporting requirements for most food and beverage establishments and, under certain circumstances, a tip allocation requirement. Under TEFRA the rules of present law relating to the reporting of tips to employers by their employees and to the resulting withholding of Federal Insurance Contributions Act ('FICA') and income taxes are retained.

Before discussing the new reporting requirements, let's review the requirements that exist currently.

Tipped employees must report all tips received during the course of their employment to their employer. Withholding for purposes of the FICA tax and the income tax is required only to the extent that tips are reported to the employer, and only to the extent collection of the tax can be made by the employer from wages paid to the employee.

Whether or not they receive tips, employees are required to keep records to establish the amount of gross income and deductions. Because tips are income, employees must keep records of all tips received and of all deductible tips paid to other employees. Employers are expressly required to retain only charge tip receipts and statements of tips received by employees furnished by such employees. Failure to maintain such records may subject employees or employers to penalties.

TEFRA retains all the rules of present law relating to reporting of tips to employers by their employees and to the resulting withholding of FICA and income taxes. However, the bill provides new requirements for large food and beverage establishments.

A large food or beverage establishment is any public or private establishment that provides food or beverages for consumption on premises, where tipping is customary, and that normally employed more than 10 employees on a typical business day during the preceding calendar year. Establishments that provide food and beverages of a 'carry out' nature, e.g., 'fast food' restaurants, would not be subject to the new reporting requirement. Restaurants that provide table or counter service for seated customers, and cocktail lounges with similar service, are large food or beverage establishments if they employ 10 or more persons. A food and beverage establishment may be part of a larger operation such as a hotel.

Each large food and beverage establishment will be required to report annually to the Internal Revenue Service the following information:

1) the gross receipts of the establishment from food and beverage sales (other than receipts from carry-out sales and mandatory 10% or more service charge sales);
2) the amount of aggregate charge receipts (other than receipts from carry-out sales and 10% or more service charge sales);
3) the aggregate amount of tips shown on such charge receipts;
4) reported tip income and mandatory service charges of less than 10%.

Meals recorded as house charges of restaurants will be reported as charge receipts. Meals charged to a room in a hotel, however, will be reported as gross receipts only.

If the employees voluntarily report tips totaling 8% or more of gross receipts, then no tip allocations will need to be made. However, if this 8% reporting threshold is not met, then the employer must allocate an amount equal to the difference between 8% of gross receipts and the amounts reported by employees for the year to all tip employees pursuant to either an agreement between the employer and employees or, in the absence of such an agreement, according to Treasury regulations to be issued shortly. The Treasury regulations will provide procedures under which a particular establishment where tipped employees' average tip rate is less than 8% (but not less than 5%) can allocate based on that lower amount in the future. The employer will have no liability in connection with any dispute regarding tip allocation.

The allocation of the 8% amount to employees for reporting purposes will have no effect on the FICA or income tax withholding responsibilities of the employer or on his FUTA obligations. Thus, employers will continue to withhold only on amounts reported to them by their tipped employees.

It is anticipated that the information statement concerning allocated tips will be integrated into the Form W-2 now supplied by employers with respect to wages. If the employer furnishes an employee with a W-2 within 30 days after the employee leaves, the employer must furnish the employee and the IRS in January with an amend-

ed Form W-2 that includes tip allocations.

The tip reporting provisions of TEFRA apply to calendar years beginning after December 31, 1982, but the allocation rules will first apply to payroll periods ending after March 31, 1983. For the first quarter of calendar year 1983, only limited reporting will be required of large food and beverage establishments for Internal Revenue Service audit purposes. These returns shall include a list of all tipped employees, including their taxpayer identification numbers, wages paid and reported tip income during the period.

While much attention has been focused on the 8% threshold for reporting and allocation purposes, employers should strongly encourage their employees to report tip income in full. We expect that information reported regarding the ratio of charge tips to total charge receipts will be used by the IRS as a guide to the approximate overall tipping ratio of the establishment. Other provisions in TEFRA substantially increase the penalties for underreporting income.

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Certified Public Accountants

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NATIONAL TREND OF BUSINESS

Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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OCTOBER 1982 COMPARED WITH OCTOBER1981

TOTAL SALES DROP AGAIN; OCCUPANCIES CONTINUE TO SLIDE

Lodging properties continued to be adversely affected by the struggling United States economy as the occupancy rate dropped 5.6 percent from October 1981 to October 1982. This drop represents the 34th consecutive month that the occupancy rate has fallen below the same month of the prior year. Since we anticipate further declines in occupancy for the remainder of 1982, three full years of drops in the occupancy rate are likely to be recorded. As has been the pattern for several months now, the South Central United States has been particularly hard hit. October 1982 occupancies are 13 percent below the levels of the previous October and have fallen by 5.9 percent for the entire year. This dramatic drop in occupancy is largely due to the continued erratic economic developments being experienced in Mexico.

A drop of 0.3 percent of total sales represents the second straight month sales have dropped below the level recorded in the previous year. This is the first time in over ten years that total sales has dropped for two consecutive months. Dramatic declines in revenue from the food and beverage departments were primarily responsible for the drop in total sales. Therefore, even though the average receipt per cover rose to $9.37, increases in menu prices were not able to generate the additional revenue needed to offset the 5.8 percent drop reported in the number of covers served.

The next several months are likely to remain difficult ones for the lodging industry. With unemployment at its highest level since the Depression, consumer attitudes about the economy continue to be pessimistic. Positive changes in the inflation rate and the cost of borrowed capital have not been dramatic enough to alleviate the cloud of economic uncertainty that hangs over the United States economy. Therefore, while we anticipate that 1983 will be a better year for the lodging industry, the turnaround is not likely to occur until the spring or early summer.

	Projections	Actual Last Year
December 1982	45-47%	49.4%
January 1982	51-53%	55.8%
February 1982	61-63%	64.3%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	62.5%	0.1%
AFFILIATION:		
Chain	63.6	0.2
Independent	58.3	– 2.8
AREA:		
Northeast	66.1	1.1
Southeast	67.9	14.9
North Central	56.2	– 3.9
South Central	59.7	– 3.9
West	66.1	– 0.2
LOCATION:		
Center City	61.0	– 0.3
Suburban	62.3	– 0.3
Highway	64.1	– 0.8
Airport	63.8	– 3.9
Resort	66.3	6.8
SIZE:		
Under 150 rooms	62.7	– 1.3
150 to 299 rooms	61.6	5.1
300 to 600 rooms	62.0	0.6
Over 600 rooms	65.2	4.5
TYPE:		
Hotel	61.9	1.5
Motor Hotel	62.6	0.2
Budget	67.7	– 0.3

*FROM PREVIOUS MONTH

Randell A. Smith, Associate Director
Chris Bodnar, Research Associate
Research, Development and Education

TREND REPORT OCTOBER 1982 COMPARED WITH OCTOBER 1981

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	OCT	% CHG	OCT	% CHG	OCT	% CHG	OCT	% CHG
TOTAL	-0.3	0.3	-2.1	4.2	67.5	-5.6	48.9	4.5	$ 51.66	5.2	$ 78.90	4.5
REGION:												
Northeast	-	-0.1	-0.9	11.0	78.6	-5.3	38.5	0.5	$ 72.58	5.7	$109.72	5.8
Southeast	6.5	10.3	0.5	5.7	64.7	3.5	73.4	4.7	48.59	4.2	80.05	0.7
North Central	-3.9	-3.2	-6.4	8.1	63.3	-6.8	39.3	3.7	34.88	3.9	50.23	3.2
South Central	-7.6	-7.6	-7.8	-5.3	64.3	-13.0	38.3	-2.0	47.46	5.0	70.38	5.1
West	3.5	3.3	4.4	-5.3	70.1	-6.8	55.1	7.8	53.81	6.9	80.11	7.1
AFFILIATION:												
Chain	-0.3	0.3	-2.5	6.1	68.7	-5.5	46.1	4.1	$ 50.23	4.5	$ 74.08	3.8
Independent	-0.1	0.3	-1.2	1.3	63.4	-6.5	57.0	5.0	56.79	7.6	96.19	7.1
LOCATION:												
Center City	-3.9	-3.1	-6.5	5.5	70.9	-7.6	40.1	0.2	$ 67.61	5.0	$102.00	4.2
Suburban	-3.7	-4.3	-3.4	5.4	66.1	-9.3	38.0	-1.0	43.39	4.3	65.92	4.9
Highway	7.3	7.3	6.1	20.3	65.8	-1.2	61.2	10.5	32.85	6.7	44.78	6.7
Airport	-4.0	-3.6	-3.8	-10.5	66.7	-9.6	28.1	-4.7	43.75	5.1	64.51	4.7
Resort	8.6	11.8	5.5	-	65.0	0.5	79.9	3.2	58.91	8.4	102.77	5.3
SIZE:												
Under 150 Rooms	-	-0.2	0.8	3.1	65.6	-7.0	53.1	0.6	$ 34.03	7.2	$ 45.51	7.4
150 to 300 Rooms	-2.5	-2.6	-2.5	0.3	64.5	-6.4	43.6	1.2	44.09	3.3	68.39	3.5
300 to 600 Rooms	-2.8	-2.0	-5.0	1.6	66.9	-8.7	48.2	3.9	58.38	5.3	90.45	4.4
Over 600 Rooms	3.5	5.2	-0.4	8.8	75.8	-0.3	52.0	12.1	76.18	2.9	120.46	1.2
TYPE:												
Hotel	-1.0	-0.3	-2.8	3.4	69.8	-6.1	45.3	3.7	$ 64.28	5.4	$103.80	4.6
Motor Hotel	1.2	1.7	-0.2	5.7	65.1	-5.0	53.1	5.4	41.26	5.1	59.01	4.6
Budget	0.4	-0.2	21.7	19.4	65.8	-5.7	52.5	2.9	27.15	6.2	28.12	6.9

- NO CHANGE
* INSUFFICIENT RESPONSE

YEAR TO DATE TREND REPORT - AS OF OCTOBER 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	OCT	% CHG	OCT	% CHG	OCT	% CHG	OCT	% CHG
TOTAL	2.4	2.8	1.3	3.7	66.3	-4.6	53.8	0.4	$ 48.74	7.2	$ 70.40	6.7
REGION:												
Northeast	3.9	3.8	4.0	9.9	69.3	-3.8	40.1	-0.2	$ 67.11	7.7	$ 96.83	7.8
Southeast	2.1	1.9	2.4	5.0	65.4	-4.8	87.0	0.7	51.14	6.1	75.97	6.3
North Central	0.4	1.5	-2.0	6.0	60.9	-4.4	43.6	4.1	35.68	6.2	51.98	5.1
South Central	1.1	1.7	-0.2	-6.9	68.0	-5.9	43.6	-1.1	47.61	7.6	67.54	6.9
West	5.0	6.2	2.1	2.5	71.6	-3.6	61.0	-1.9	46.86	8.3	66.33	7.1
AFFILIATION:												
Chain	2.3	2.9	1.0	4.5	67.5	-4.5	51.4	0.8	$ 47.60	6.8	$ 67.36	6.2
Independent	2.6	2.8	2.2	2.3	62.0	-5.1	62.4	-0.2	53.40	8.8	82.85	8.6
LOCATION:												
Center City	1.3	1.5	0.5	4.8	64.1	-4.8	42.8	0.2	$ 61.88	6.6	$ 89.80	6.3
Suburban	0.4	1.0	-0.9	2.3	66.8	-6.2	45.9	-0.6	42.91	7.5	62.97	6.8
Highway	4.1	4.8	1.5	14.9	66.7	-3.8	63.1	1.3	32.98	8.2	42.71	7.4
Airport	3.1	3.5	2.4	-5.3	70.2	-4.1	36.5	-2.4	45.89	6.8	67.01	6.4
Resort	5.3	5.8	4.5	1.4	67.2	-3.7	96.6	0.7	60.40	8.0	94.18	7.5
SIZE:												
Under 150 Rooms	2.9	3.6	0.2	3.0	67.8	-4.4	59.5	0.2	$ 32.95	8.7	$ 41.97	7.9
150 to 300 Rooms	1.3	2.0	-	1.3	65.6	-4.7	50.5	0.4	45.13	6.4	66.58	5.8
300 to 600 Rooms	1.1	1.6	0.1	1.8	65.5	-6.2	55.3	0.9	56.78	7.0	85.24	6.5
Over 600 Rooms	4.8	4.6	5.0	6.5	66.6	-2.6	51.4	0.4	71.46	6.3	105.41	6.5
TYPE:												
Hotel	2.4	2.6	1.9	3.3	65.9	-4.5	49.1	-0.4	$ 61.07	6.8	$ 92.98	6.5
Motor Hotel	1.9	2.7	-0.2	4.5	67.0	-4.7	59.9	1.4	41.33	7.0	57.38	6.1
Budget	5.4	5.5	3.2	13.4	65.8	-4.9	55.9	0.2	25.31	11.0	25.96	10.9

- NO CHANGE
* INSUFFICIENT DATA

FOOD AND BEVERAGE REPORT - OCTOBER 1982 COMPARED WITH OCTOBER 1981

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	% CHG
TOTAL	$30.77	$31.43	$ 9.37	$ 9.05	0.32	0.32	0.21	0.22	39.8	38.6	$ 5.31	$ 4.95	.8
REGION:													
Northeast	$38.00	$38.34	$10.37	$ 9.93	0.30	0.30	0.20	0.22	41.8	41.2	$ 6.18	$ 5.67	-4.9
Southeast	31.08	30.93	9.43	9.34	0.33	0.33	0.22	0.22	37.9	37.5	5.23	5.11	-0.9
North Central	26.17	27.97	7.37	7.32	0.35	0.36	0.22	0.22	37.1	34.9	3.83	3.67	-6.9
South Central	24.43	26.50	8.54	8.30	0.34	0.34	0.22	0.22	38.6	36.1	4.80	4.29	-13.6
West	34.04	32.62	10.30	9.58	0.32	0.33	0.22	0.21	51.5	51.2	6.72	6.41	-2.8
AFFILIATION:													
Chain	$27.02	$27.72	$ 9.13	$ 9.05	0.32	0.32	0.21	0.21	38.6	37.4	$ 5.23	$ 4.86	-6.4
Independent	45.02	45.55	9.76	9.07	0.33	0.34	0.23	0.23	42.5	41.3	5.45	5.11	-4.8
LOCATION:													
Center City	$34.53	$36.94	$10.18	$10.07	0.30	0.30	0.19	0.20	42.4	40.4	$ 6.01	$ 5.59	-8.8
Suburban	26.67	27.60	8.29	7.69	0.35	0.35	0.23	0.23	38.2	36.7	4.65	4.25	-10.3
Highway	19.30	18.19	6.08	5.90	0.36	0.37	0.23	0.24	32.8	34.2	2.77	2.81	9.9
Airport	21.80	22.66	7.93	7.92	0.36	0.36	0.22	0.23	37.6	33.5	4.67	4.03	-6.3
Resort	42.73	40.50	10.35	9.47	0.33	0.34	0.22	0.22	37.6	38.4	5.49	5.08	-2.7
SIZE:													
Under 150 Rooms	$25.90	$25.68	$ 6.94	$ 6.36	0.38	0.39	0.25	0.25	33.3	32.6	$ 3.14	$ 2.94	-6.4
150 to 300 Rooms	25.15	25.79	7.84	7.49	0.35	0.35	0.23	0.23	41.4	40.2	4.74	4.37	-7.1
300 to 600 Rooms	30.60	32.23	9.01	8.90	0.32	0.32	0.22	0.23	43.7	40.0	5.32	4.89	-5.3
Over 600 Rooms	41.33	41.51	11.83	11.52	0.29	0.29	0.18	0.19	37.8	37.8	6.32	6.03	-4.9
TYPE:													
Hotel	$36.99	$38.05	$10.08	$ 9.72	0.31	0.32	0.21	0.21	40.5	39.0	$ 5.74	$ 5.27	-7.2
Motor Hotel	20.97	21.00	7.16	6.86	0.36	0.36	0.23	0.23	36.9	36.8	3.86	3.77	-1.3
Budget	6.90	5.67	4.59	4.66	0.41	0.44	0.24	0.29	25.1	38.0	*	*	19.9

* INSUFFICIENT RESPONSE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF OCTOBER 1981

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	% CHG
TOTAL	$28.53	$28.16	$ 8.11	$ 7.62	0.34	0.35	0.22	0.22	42.5	41.1	$ 5.47	$ 5.03	-4.8
REGION:													
Northeast	$33.19	$31.92	$ 9.56	$ 8.81	0.32	0.33	0.21	0.21	44.8	44.0	$ 6.63	$ 6.07	-2.5
Southeast	28.88	28.21	8.34	7.86	0.35	0.35	0.22	0.22	40.6	39.5	5.49	5.19	-5.4
North Central	28.24	28.80	6.94	6.64	0.36	0.36	0.22	0.23	40.4	38.6	3.99	3.79	-5.6
South Central	24.09	24.13	7.73	7.34	0.35	0.35	0.22	0.22	40.3	37.6	4.68	4.19	-5.3
West	29.75	29.15	8.17	7.62	0.34	0.35	0.22	0.21	47.7	47.0	5.68	5.34	-4.9
AFFILIATION:													
Chain	$25.95	$25.69	$ 7.91	$ 7.43	0.34	0.34	0.21	0.21	41.6	40.2	$ 5.42	$ 4.98	-5.0
Independent	39.52	38.67	8.60	8.10	0.35	0.36	0.23	0.24	44.7	43.1	5.58	5.12	-4.1
LOCATION:													
Center City	$31.30	$31.13	$ 9.07	$ 8.58	0.32	0.33	0.21	0.21	45.7	43.8	$ 6.32	$ 5.77	-4.7
Suburban	25.63	25.87	7.15	6.73	0.36	0.36	0.23	0.23	40.6	39.1	4.63	4.21	-7.0
Highway	21.02	20.70	6.12	5.69	0.37	0.37	0.23	0.23	34.8	35.1	2.96	2.89	-2.6
Airport	24.17	23.60	7.16	6.69	0.36	0.36	0.21	0.22	40.1	36.6	4.56	4.06	-3.9
Resort	38.22	36.58	8.94	8.29	0.35	0.36	0.22	0.22	39.7	39.4	5.47	4.98	-4.1
SIZE:													
Under 150 Rooms	$24.97	$24.93	$ 6.36	$ 6.03	0.39	0.39	0.24	0.25	36.1	35.6	$ 3.38	$ 3.20	-5.4
150 to 300 Rooms	24.78	24.78	7.08	6.71	0.36	0.37	0.23	0.23	43.1	41.9	4.76	4.45	-5.0
300 to 600 Rooms	29.49	29.47	8.24	7.75	0.34	0.34	0.22	0.22	46.4	43.1	5.49	4.93	-4.7
Over 600 Rooms	36.92	35.16	10.39	9.64	0.31	0.31	0.19	0.19	41.0	40.2	6.68	6.15	-4.1
TYPE:													
Hotel	$33.63	$33.00	$ 8.91	$ 8.36	0.33	0.34	0.21	0.21	43.5	41.8	$ 5.91	$ 5.35	-4.8
Motor Hotel	21.40	21.44	6.29	5.95	0.37	0.37	0.23	0.23	38.7	38.3	3.94	3.81	-4.5
Budget	6.42	6.22	3.96	3.55	0.35	0.39	0.21	0.24	*	*	*	*	-11.2

* INSUFFICIENT RESPONSE

1845 Walnut Street
Philadelphia, PA 19103

2/9/83

Laventhol & Horwath
Certified Public Accountants

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NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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NOVEMBER 1982 COMPARED WITH NOVEMBER 1981

OCCUPANCIES DECLINE ONLY 3.3 PERCENT; TOTAL SALES DROP 0.2 PERCENT

There were several developments around the country that significantly affected the lodging industry's occupancy rate during November. For the entire U.S., the occupancy rate dropped 3.3 percent from the same month last year, the smallest decline we have reported in over eight months. Perhaps the most significant factor in this improving trend was the October 1st opening of EPCOT in Central Florida. Because of the increase in tourist travel related to EPCOT, the occupancy rate for properties located in the Southeast increased by 11.7 percent. In addition, properties in the Northeast, North Central and Western regions of the country reported declines in occupancies considerably less than those reported over the past several months. In contrast with this improvement, the South Central region of the country continued to experience difficulties stemming from a decline in Mexican related travel and the slowdown in the oil industry.

Room sales and total sales per occupied room both rose 3.9 percent over November 1981 to $48.37 and $75.04, respectively. These increases were insufficient to offset the decline in occupancies and as a result, November was the third consecutive month in which total sales declined from year earlier levels. For the month, room sales dropped 0.2 percent, while food and beverage sales declined 1.2 percent. Other revenues, which normally contribute less than 8 percent of total revenues, increased by 6.7 percent.

While there were signs this month of some improvement in the industry, we do not anticipate occupancy rates to begin reversing their downward trend until the second or third quarter of 1983. For the past few years, occupancies have been declining in every segment of the industry. Today, the industry is experiencing difficulties in most categories, but for the first time in months, there are positive indications of improvement in selected areas.

	Projections	Actual Last Year
January 1983	52-54%	55.8%
February 1983	61-63%	64.3%
March 1983	67-69%	70.0%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	62.2%	– 0.5%
AFFILIATION:		
Chain	63.0	– 0.9
Independent	58.7	0.7
AREA:		
Northeast	68.0	2.9
Southeast	68.3	0.6
North Central	57.3	2.0
South Central	58.7	– 1.7
West	61.7	– 6.7
LOCATION:		
Center City	61.0	—
Suburban	61.3	– 1.6
Highway	63.9	– 0.3
Airport	65.0	1.9
Resort	64.7	– 2.4
SIZE:		
Under 150 rooms	59.8	– 4.6
150 to 299 rooms	61.1	– 0.8
300 to 600 rooms	63.3	2.1
Over 600 rooms	68.3	4.8
TYPE:		
Hotel	63.6	2.7
Motor Hotel	62.8	0.3
Budget	62.3	– 8.0

*FROM PREVIOUS MONTH

Randell A. Smith, Associate Director
Carolyn McWilliams, Research Associate
Research and Development

TREND REPORT NOVEMBER 1982 COMPARED WITH NOVEMBER 1981

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	-0.2	-0.2	-1.2	6.7	59.3	-3.3	45.7	9.3	$ 48.37	3.9	$ 75.04	3.9
REGION:												
Northeast	1.4	0.8	1.0	11.4	68.6	-3.9	33.0	6.1	$ 68.43	5.3	$106.00	5.9
Southeast	13.7	15.7	9.3	17.7	61.9	11.7	78.3	12.3	44.20	2.4	69.89	0.7
North Central	-9.9	-7.8	-10.5	-12.7	53.1	-3.3	35.1	2.9	34.87	0.7	55.18	-0.4
South Central	-8.9	-10.5	-6.4	-1.3	56.1	-14.2	35.1	-0.8	46.50	3.5	71.44	5.4
West	4.0	5.2	-0.5	18.1	57.2	-4.0	55.4	0.7	43.41	8.7	64.06	6.5
AFFILIATION:												
Chain	-0.1	-0.3	-1.1	11.0	60.5	-3.5	43.2	9.6	$ 47.98	4.1	$ 73.21	4.3
Independent	-0.6	0.3	-1.6	-3.3	54.9	-2.5	54.7	7.7	49.96	3.4	82.43	2.4
LOCATION:												
Center City	-0.1	-0.2	-1.3	9.1	62.6	-4.1	36.3	4.9	$ 64.10	3.9	$ 99.49	4.1
Suburban	-4.0	-5.5	-2.3	6.3	56.7	-8.5	36.2	2.5	43.50	2.5	69.40	4.1
Highway	7.2	7.1	7.3	7.7	57.4	-0.7	56.0	13.6	31.23	6.8	43.62	6.8
Airport	-15.4	-15.1	-16.2	-12.4	60.7	-4.4	28.3	-0.7	43.24	0.3	66.51	-
Resort	8.8	11.7	4.6	7.3	57.7	4.2	91.1	10.0	53.29	6.2	90.82	3.4
SIZE:												
Under 150 Rooms	-0.8	-1.1	0.3	0.7	54.8	-7.3	50.2	0.6	$ 31.23	6.5	$ 42.72	6.9
150 to 300 Rooms	-5.8	-5.8	-5.9	-5.7	56.9	-4.2	42.3	10.4	41.85	1.4	66.94	1.3
300 to 600 Rooms	2.3	3.9	-0.5	0.2	60.3	0.3	46.5	8.6	55.75	2.3	88.58	0.8
Over 600 Rooms	4.0	3.1	2.8	20.5	68.9	-0.3	45.9	16.8	70.65	2.7	111.07	3.6
TYPE:												
Hotel	-1.5	-1.9	-2.2	7.1	62.4	-3.4	40.0	8.4	$ 61.87	3.9	$101.28	4.2
Motor Hotel	2.5	2.8	1.3	6.7	57.5	-1.9	51.1	10.8	39.19	4.0	58.08	3.6
Budget	1.1	1.0	8.8	-5.2	54.3	-6.4	56.1	4.7	24.65	8.1	26.13	8.2

- NO CHANGE

YEAR TO DATE TREND REPORT - AS OF NOVEMBER 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	2.2	2.6	1.1	4.3	65.9	-4.5	53.0	1.0	$ 48.18	6.9	$ 69.89	6.5
REGION:												
Northeast	3.6	3.4	3.7	10.6	69.3	-3.8	39.5	0.3	$ 67.18	7.4	$ 97.55	7.6
Southeast	2.9	2.8	2.9	8.6	65.1	-3.6	86.3	1.3	50.51	5.7	75.40	5.8
North Central	-	1.2	-2.4	-3.4	60.9	-4.2	42.9	4.1	35.11	6.0	51.26	4.8
South Central	0.2	0.7	-0.8	-5.0	67.0	-6.6	42.9	-1.2	47.35	7.2	67.49	6.7
West	4.6	5.9	1.6	1.8	70.8	-3.8	60.4	-1.8	45.75	8.3	64.77	7.0
AFFILIATION:												
Chain	2.1	2.6	0.8	6.2	67.1	-4.4	50.5	1.2	$ 47.06	6.6	$ 66.87	6.1
Independent	2.2	2.5	1.7	0.7	61.3	-5.0	61.7	0.5	52.86	8.3	82.39	8.0
LOCATION:												
Center City	1.2	1.4	0.4	5.8	64.0	-4.8	42.4	0.7	$ 61.93	6.4	$ 90.39	6.1
Suburban	-	0.5	-1.0	3.9	65.9	-6.4	45.0	-0.4	42.92	7.1	63.44	6.6
Highway	4.3	4.9	2.0	11.3	66.5	-3.6	62.4	1.8	31.93	8.2	41.24	7.5
Airport	1.6	2.1	0.8	-6.8	69.6	-3.9	35.6	-1.9	45.79	6.2	67.32	5.8
Resort	5.4	6.1	4.4	2.4	66.3	-3.2	96.2	1.2	59.85	7.8	93.92	7.1
SIZE:												
Under 150 Rooms	2.6	3.3	0.1	3.3	67.2	-4.7	58.8	0.3	$ 32.02	8.6	$ 40.71	7.9
150 to 300 Rooms	0.8	1.4	-0.5	-1.4	65.0	-4.6	49.6	0.8	44.79	6.1	66.45	5.4
300 to 600 Rooms	1.2	1.8	-	1.0	65.2	-5.6	54.3	1.3	56.62	6.7	85.50	6.0
Over 600 Rooms	4.6	4.4	4.7	10.5	66.8	-2.5	50.9	1.6	71.32	6.0	103.78	6.2
TYPE:												
Hotel	2.0	2.3	1.5	3.9	65.7	-4.4	48.3	0.4	$ 51.06	6.5	$ 93.59	6.3
Motor Hotel	2.0	2.8	-	5.4	66.0	-4.3	59.2	2.2	40.88	6.7	56.83	5.9
Budget	4.6	4.6	3.5	8.5	66.6	-5.3	54.6	-1.3	24.26	10.6	24.76	10.6

- NO CHANGE

FOOD AND BEVERAGE REPORT - NOVEMBER 1982 COMPARED WITH NOVEMBER 1981

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	% CHG
TOTAL	$30.02	$30.39	$ 8.99	$ 8.81	0.33	0.33	0.22	0.23	43.7	44.3	$ 5.73	$ 5.67	-4.5
REGION:													
Northeast	$35.05	$34.71	$10.92	$10.42	0.31	0.31	0.23	0.24	45.6	46.6	$ 7.14	$ 6.99	-5.3
Southeast	25.31	23.16	8.14	7.56	0.33	0.34	0.22	0.23	44.3	46.1	5.89	5.52	0.7
North Central	31.16	34.80	7.50	8.15	0.35	0.34	0.23	0.23	42.8	44.6	4.26	4.92	-5.4
South Central	27.38	29.24	8.52	8.45	0.35	0.35	0.22	0.23	40.7	39.0	4.88	4.63	-8.2
West	34.02	34.18	9.07	8.73	0.35	0.35	0.23	0.23	40.3	39.4	4.70	4.36	-4.4
AFFILIATION:													
Chain	$28.08	$28.38	$ 9.12	$ 8.98	0.33	0.33	0.22	0.23	43.4	44.5	$ 5.98	$ 6.02	-4.4
Independent	38.73	39.37	8.67	8.37	0.35	0.35	0.24	0.24	45.0	43.7	5.05	4.69	-4.7
LOCATION:													
Center City	$33.78	$34.23	$10.41	$10.09	0.31	0.31	0.23	0.23	46.6	47.1	$ 6.90	$ 6.79	-4.6
Suburban	29.56	29.23	8.19	7.87	0.36	0.36	0.22	0.23	41.8	41.1	4.84	4.45	-8.7
Highway	21.47	20.00	6.50	6.06	0.36	0.38	0.23	0.24	43.2	44.9	4.50	4.38	2.7
Airport	24.23	28.92	7.25	9.27	0.36	0.35	0.22	0.23	39.3	42.0	4.23	6.00	-6.3
Resort	36.98	35.36	8.77	8.06	0.34	0.34	0.22	0.23	38.7	39.0	4.61	4.13	-3.1
SIZE:													
Under 150 Rooms	$27.70	$27.60	$ 6.56	$ 6.38	0.40	0.41	0.24	0.25	42.8	42.7	$ 4.18	$ 3.97	-4.5
150 to 300 Rooms	25.92	27.55	7.51	7.79	0.36	0.37	0.23	0.24	43.8	43.6	4.81	5.12	-5.0
300 to 600 Rooms	30.73	30.87	8.87	8.45	0.33	0.32	0.22	0.23	43.9	43.3	5.41	4.95	-6.5
Over 600 Rooms	35.20	35.22	11.19	10.79	0.29	0.29	0.21	0.22	43.7	45.7	6.93	6.93	-2.5
TYPE:													
Hotel	$35.53	$36.44	$ 9.76	$ 9.55	0.32	0.32	0.22	0.23	43.9	44.8	$ 6.08	$ 6.07	-6.1
Motor Hotel	22.59	22.30	7.26	6.95	0.36	0.37	0.22	0.23	43.1	42.5	4.67	4.42	-1.3

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF NOVEMBER 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1982	1981	1982	1981	1982	1981	1982	1981	1992	1981	1982	1981	% CHG
TOTAL	$28.67	$28.37	$ 8.18	$ 7.72	0.34	0.35	0.22	0.22	42.8	42.0	$ 5.48	$ 5.15	-4.7
REGION:													
Northeast	$33.39	$32.19	$ 9.71	$ 9.00	0.32	0.32	0.21	0.22	45.0	44.8	$ 6.77	$ 6.36	-2.8
Southeast	28.52	27.72	8.32	7.83	0.35	0.35	0.22	0.22	41.9	41.7	5.65	5.32	-4.9
North Central	28.60	29.31	7.04	6.79	0.36	0.36	0.22	0.23	40.9	41.0	4.09	4.16	-5.3
South Central	24.24	24.44	7.77	7.41	0.35	0.35	0.22	0.22	40.4	38.0	4.73	4.29	-5.5
West	30.20	29.72	8.21	7.68	0.34	0.35	0.22	0.22	45.8	44.2	5.47	4.97	-5.2
AFFILIATION:													
Chain	$26.15	$25.93	$ 8.01	$ 7.55	0.34	0.34	0.21	0.21	42.1	41.6	$ 5.51	$ 5.22	-5.0
Independent	39.46	38.78	8.61	8.12	0.35	0.36	0.23	0.24	44.5	43.2	5.41	4.99	-4.2
LOCATION:													
Center City	$31.52	$31.40	$ 9.19	$ 8.71	0.32	0.32	0.21	0.21	45.8	44.7	$ 6.41	$ 6.00	-4.7
Suburban	25.90	25.16	7.24	6.84	0.36	0.36	0.22	0.23	40.8	39.8	4.67	4.29	-6.8
Highway	21.01	20.60	6.15	5.73	0.37	0.37	0.23	0.23	38.1	38.8	3.46	3.39	-2.1
Airport	24.36	24.17	7.18	6.86	0.35	0.36	0.21	0.22	39.8	38.5	4.37	4.48	-4.4
Resort	38.21	36.60	8.91	8.26	0.35	0.35	0.22	0.22	39.8	39.5	5.23	4.73	-4.1
SIZE:													
Under 150 Rooms	$25.19	$25.17	$ 6.37	$ 6.06	0.39	0.39	0.24	0.25	38.4	38.1	$ 3.59	$ 3.41	-5.3
150 to 300 Rooms	24.90	25.01	7.11	6.79	0.36	0.37	0.23	0.23	43.0	42.3	4.69	4.57	-4.9
300 to 600 Rooms	29.66	29.65	8.31	7.82	0.34	0.34	0.22	0.22	45.1	42.9	5.44	4.91	-4.9
Over 600 Rooms	36.84	35.19	10.47	9.75	0.30	0.31	0.19	0.20	41.8	41.9	6.69	6.33	-4.1
TYPE:													
Hotel	$33.81	$33.32	$ 8.97	$ 8.45	0.33	0.34	0.21	0.22	43.5	42.6	$ 5.88	$ 5.48	-5.0
Motor Hotel	21.34	21.34	6.37	6.03	0.37	0.37	0.23	0.23	40.3	39.8	4.17	4.00	-4.1

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Laventhol & Horwath
Certified Public Accountants

3/24/83

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NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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DECEMBER 1982 COMPARED WITH DECEMBER 1981

OCCUPANCIES DROP 4.6 PERCENT FOR 1982; ROOM RATES RISE ONLY 6.7 PERCENT

Sharp contrasts between the various regional sectors of the lodging industry were apparent again this month. While the December occupancy rate for properties throughout the United States declined 4.1 percent to 49.1 percent, properties located in the Southeast reported increases averaging over 13 percent, but properties in the South Central averaged declines of nearly 16 percent. As mentioned in our November issue, this dichotomy was due to, among other developments, the opening of EPCOT in Central Florida which is boosting occupancies in the Southeast and the difficulties in Mexico and the energy industry which are lowering occupancies in the South Central. The analysis by location also highlighted a difference in the performance of the industry segments. Properties located in Suburban and Airport areas experienced sharp declines during the month while occupancies in Highway properties dropped only slightly and in Resort properties increased over 10 percent.

Total sales remained unchanged from December 1981, at least temporarily halting the declines reported over the past three months. Room sales fell slightly as room sales per occupied room increased only 3.1 percent during the month. Food and beverage sales remained virtually constant, up only 0.1 percent, as the result of an increase in the average receipt per cover to $10.35 and a drop in the number of covers served of nearly 6 percent. Total sales per occupied room reached $84.86 in December 1982, up 3.3 percent from December 1981.

For 1982, the occupancy rate was 64.6 percent, a decline of 4.6 percent from 1981. This decline was more severe than we had anticipated at the beginning of last year, but overall the industry came through 1982 in very good condition considering the economic difficulties that were exchanged. Room sales per occupied room increased only 6.7 percent to $48.41, the lowest increase in room rates since 1973. Transportation costs also appear to be moderating as gasoline prices dip below $1.00 and air fares are slashed on several key routes. Lower fuel costs would also enable hoteliers to lower their energy costs. For 1983, we look for occupancies to increase 2.6 percent and total sales to rise 11.3 percent. The first half of the year will still be difficult, but as the economy begins to rebound this spring, lodging demand should improve by the summer.

	Projections	Actual Last Year
February 1983	61-63%	64.3%
March 1983	67-69%	70.0%
April 1983	65-67%	68.1%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	70.5%	13.3%
AFFILIATION:		
Chain	72.5	15.1
Independent	59.6	1.5
AREA:		
Northeast	67.0	– 1.5
Southeast	68.1	– 0.3
North Central	59.8	4.4
South Central	59.8	1.8
West	**	**
LOCATION:		
Center City	76.6	25.6
Suburban	62.2	1.5
Highway	66.5	4.1
Airport	64.4	– 0.9
Resort	69.6	7.6
SIZE:		
Under 150 rooms	65.0	8.7
150 to 299 rooms	63.5	3.9
300 to 600 rooms	59.7	– 5.7
Over 600 rooms	**	**
TYPE:		
Hotel	73.7	15.9
Motor Hotel	65.0	3.5
Budget	69.1	10.9

*FROM PREVIOUS MONTH

**NOT AVAILABLE

Randell A. Smith, Associate Director
Chris Bodnar, Research Associate
Research and Development

YEAR TO DATE TREND REPORT AS OF DECEMBER 1982

	Occupancy Percent		%	Room Sales Per Occupied Room		%
	1982	1981	Change	1982	1981	Change
TOTAL U.S.A	64.6	67.7	-4.6	$48.41	$45.37	6.7
NORTHEAST:	67.9	70.7	-4.0	68.31	63.54	7.5
Boston	68.1	72.5	-6.1	63.08	57.92	8.9
New York City	70.8	73.1	-3.2	82.82	77.59	6.7
Pennsylvania	63.0	65.1	-3.2	46.48	42.68	8.9
Philadelphia	62.1	61.5	1.0	52.62	49.08	7.2
Pittsburgh	52.4	59.0	-11.2	48.50	43.54	11.4
SOUTHEAST:	64.0	65.7	-2.6	50.35	47.82	5.3
Metro. Wash. D.C.	62.7	68.5	-8.5	62.27	59.82	4.1
Daytona Beach	66.2	66.1	0.1	39.96	37.30	7.1
Greater Orlando	69.0	65.4	5.5	39.02	37.22	4.8
Osceola County	71.3	63.7	11.9	37.73	36.23	4.1
Sarasota	62.9	66.7	-5.7	48.61	42.81	13.5
South Florida	60.1	65.5	-8.2	68.71	63.15	8.8
Downtown Miami	57.2	65.1	-12.1	82.22	82.14	0.1
Fort Lauderdale	61.2	66.0	-7.3	69.40	61.31	13.2
Tampa Bay	59.2	61.5	-3.7	40.17	37.22	7.9
NORTH CENTRAL:	60.0	62.7	-4.3	35.05	33.07	6.0
Des Moines	52.9	51.5	2.7	36.59	34.95	4.7
Indianapolis	58.6	60.2	-2.7	40.02	37.51	
Michigan	58.9	63.0	-6.5	41.41	39.32	5.3
Detroit	63.0	66.4	-5.1	43.64	41.40	5.4
North Central Budg.	*	*		*	*	
Ohio	55.8	57.1	-2.3	38.90	37.59	3.5
Cleveland	50.9	54.0	-5.7	41.40	40.37	2.6
Cincinnati	59.5	57.8	2.9	41.45	38.86	6.7
St. Louis	*	*		*	*	
Twin Cities	*	*		*	*	
SOUTH CENTRAL:	65.0	70.1	-7.3	47.02	44.07	6.7
Dallas	64.2	67.7	-5.2	48.00	44.32	8.3
Gulf Coast	64.7	71.1	-9.0	49.46	46.17	7.1
Houston	60.8	67.8	-10.3	49.39	46.39	6.5
New Orleans	70.1	74.2	-5.5	61.16	57.14	7.0
San Antonio	67.0	73.6	-9.0	42.94	40.69	5.5
Tulsa	62.4	73.2	-16.8	45.55	41.18	10.6
WEST:	69.3	72.2	-4.0	46.00	42.55	8.1
San Francisco Airport	74.6	75.2	-0.8	54.56	50.04	9.0
San Diego	71.7	73.4	-2.3	55.47	50.06	10.8
Oregon	54.8	58.9	-7.0	36.31	34.81	4.3
Portland	53.9	59.6	-9.6	36.02	33.85	6.4

* NOT AVAILABLE

YEAR TO DATE TREND REPORT - AS OF DECEMBER 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	DEC	% CHG	DEC	% CHG	DEC	% CHG	DEC	% CHG
TOTAL	2.0	2.5	1.0	4.2	64.6	-4.6	53.0	1.3	$ 48.41	6.7	$ 70.97	6.3
REGION:												
Northeast	3.5	3.3	3.8	8.9	67.9	-4.0	39.4	0.8	$ 68.31	7.5	$100.51	7.7
Southeast	3.7	3.7	3.5	10.5	64.0	-2.6	86.2	1.7	50.35	5.3	75.66	5.4
North Central	-	1.2	-2.4	-1.4	60.0	-4.3	42.7	4.1	35.05	6.0	51.46	4.7
South Central	-0.9	-0.4	-1.8	-7.8	65.0	-7.3	42.9	-1.2	47.02	6.7	67.76	6.2
West	4.3	5.5	1.6	5.5	69.3	-4.0	59.6	-1.7	46.00	8.1	66.22	6.9
AFFILIATION:												
Chain	2.1	2.5	0.9	6.1	65.8	-4.4	50.5	1.6	$ 47.34	6.5	$ 67.95	6.0
Independent	1.9	2.2	1.3	0.3	60.1	-4.9	61.7	0.8	52.90	8.0	83.59	7.6
LOCATION:												
Center City	1.0	1.2	0.3	5.4	62.7	-4.9	42.4	0.7	$ 62.67	6.3	$ 92.73	6.0
Suburban	-0.5	-	-1.5	1.9	64.4	-6.5	44.5	-0.7	42.78	6.7	63.87	6.2
Highway	4.4	5.0	2.1	9.0	65.4	-3.7	62.9	2.4	31.86	8.1	41.48	7.5
Airport	1.2	1.6	0.5	-4.9	68.3	-4.2	35.3	-1.7	45.65	6.1	67.44	5.6
Resort	5.9	6.5	5.0	4.1	64.9	-2.4	95.9	1.1	59.61	7.3	94.23	6.7
SIZE:												
Under 150 Rooms	2.3	2.9	0.2	-0.6	66.0	-5.0	58.5	0.2	$ 31.99	8.5	$ 40.91	7.9
150 to 300 Rooms	0.6	1.3	-0.7	-1.5	63.6	-4.5	49.5	1.0	44.64	5.8	66.70	5.1
300 to 600 Rooms	1.0	1.5	-	2.5	63.6	-5.6	54.3	1.3	56.58	6.3	86.61	5.7
Over 600 Rooms	4.6	4.4	4.6	9.6	65.6	-2.5	51.1	2.4	72.07	5.8	108.32	5.9
TYPE:												
Hotel	1.9	2.1	1.3	3.7	64.3	-4.3	48.3	0.6	$ 61.48	6.3	$ 95.35	6.1
Motor Hotel	2.0	2.7	0.2	5.6	64.6	-4.3	59.1	2.4	40.83	6.5	57.15	5.8
Budget	4.3	4.3	4.1	5.2	66.0	-5.6	54.3	-1.3	24.16	10.5	24.72	10.5

- NO CHANGE

FOOD AND BEVERAGE REPORT - DECEMBER 1982 COMPARED WITH DECEMBER 1981

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	% CHG
TOTAL	$39.88	$39.85	$10.35	$ 9.70	0.33	0.34	0.21	0.22	43.1	40.9	$ 6.51	$ 5.80	-5.9
REGION:													
Northeast	$50.41	$48.82	$13.01	$12.16	0.31	0.31	0.20	0.21	45.7	43.8	$ 8.75	$ 7.82	-2.7
Southeast	31.77	28.41	9.56	8.70	0.34	0.35	0.22	0.22	44.1	44.0	6.17	5.43	1.2
North Central	39.22	40.21	6.87	6.79	0.37	0.38	0.23	0.24	39.0	39.9	3.57	3.70	-1.2
South Central	35.87	40.74	9.72	9.39	0.35	0.34	0.22	0.22	40.4	35.3	5.79	4.87	-17.7
West	44.32	43.80	10.84	9.85	0.34	0.34	0.22	0.23	41.6	41.1	6.97	6.19	-7.6
AFFILIATION:													
Chain	$36.16	$35.95	$10.49	$ 9.82	0.33	0.33	0.21	0.21	42.9	40.7	$ 6.69	$ 5.91	-5.6
Independent	58.58	59.46	10.01	9.43	0.35	0.35	0.23	0.24	43.7	41.5	6.08	5.53	-6.6
LOCATION:													
Center City	$49.26	$50.07	$11.91	$11.07	0.31	0.31	0.20	0.21	44.9	42.4	$ 7.60	$ 6.69	-7.9
Suburban	37.90	40.83	8.72	8.54	0.35	0.36	0.22	0.23	38.8	35.1	4.99	4.50	-11.7
Highway	27.85	26.89	7.46	7.17	0.37	0.38	0.24	0.24	35.4	35.5	3.74	3.62	2.7
Airport	27.70	28.82	7.74	7.70	0.36	0.36	0.23	0.24	43.5	40.9	5.41	4.87	-5.4
Resort	41.98	36.53	10.21	9.06	0.36	0.36	0.23	0.23	45.9	46.7	6.57	5.75	1.4
SIZE:													
Under 150 Rooms	$36.64	$36.01	$ 7.86	$ 7.41	0.39	0.39	0.25	0.25	35.9	36.3	$ 4.09	$ 3.98	-3.8
150 to 300 Rooms	30.47	31.50	7.73	7.50	0.37	0.37	0.23	0.24	39.6	37.5	4.51	4.22	-6.2
300 to 600 Rooms	46.00	46.25	10.33	9.58	0.33	0.33	0.22	0.22	46.6	42.2	6.78	5.59	-7.5
Over 600 Rooms	48.25	46.90	13.18	12.23	0.30	0.30	0.19	0.19	44.2	43.0	8.38	7.53	-5.1
TYPE:													
Hotel	$48.24	$48.64	$10.92	$10.22	0.32	0.32	0.21	0.22	44.0	41.3	$ 6.88	$ 6.05	-7.0
Motor Hotel	27.12	26.41	8.31	7.74	0.37	0.37	0.22	0.23	39.7	39.4	5.08	4.76	-1.9

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF DECEMBER 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	1982	1981	% CHG
TOTAL	$29.49	$29.19	$ 3.36	$ 7.88	0.34	0.34	0.22	0.22	42.9	41.8	$ 5.79	$ 5.35	-4.8
REGION:													
Northeast	$34.88	$33.61	$10.09	$ 9.34	0.32	0.32	0.21	0.22	45.1	44.4	$ 7.35	$ 6.77	-2.8
Southeast	28.84	27.87	8.44	7.92	0.35	0.35	0.22	0.22	42.8	42.3	5.82	5.37	-4.5
North Central	29.02	29.73	7.02	6.79	0.36	0.36	0.22	0.23	40.6	40.9	3.98	4.06	-5.2
South Central	24.97	25.44	7.89	7.54	0.35	0.35	0.22	0.22	40.4	37.2	4.96	4.43	-6.2
West	31.27	30.77	8.51	7.93	0.34	0.34	0.22	0.22	43.9	43.1	6.09	5.47	-5.5
AFFILIATION:													
Chain	$26.92	$26.67	$ 8.22	$ 7.74	0.34	0.34	0.21	0.21	42.4	41.4	$ 5.88	$ 5.45	-5.0
Independent	40.56	40.03	8.71	8.23	0.35	0.36	0.23	0.24	44.5	42.8	5.58	5.12	-4.5
LOCATION:													
Center City	$32.92	$32.82	$ 9.48	$ 8.96	0.32	0.32	0.21	0.21	45.4	44.0	$ 6.81	$ 6.25	-4.9
Suburban	26.59	26.99	7.32	6.94	0.36	0.36	0.22	0.23	40.3	38.4	4.73	4.32	-7.1
Highway	21.44	20.99	6.22	5.80	0.37	0.37	0.23	0.23	37.4	37.9	3.52	3.46	-1.7
Airport	24.54	24.42	7.21	6.90	0.35	0.36	0.21	0.22	40.6	39.0	4.53	4.52	-4.4
Resort	38.50	36.66	9.02	8.33	0.35	0.35	0.22	0.22	41.6	41.2	5.60	4.97	-3.8
SIZE:													
Under 150 Rooms	$25.85	$25.81	$ 6.46	$ 6.15	0.39	0.39	0.25	0.25	37.7	37.5	$ 3.70	$ 3.55	-5.2
150 to 300 Rooms	25.25	25.42	7.14	6.83	0.36	0.37	0.23	0.23	42.2	41.2	4.65	4.49	-5.0
300 to 600 Rooms	30.62	30.63	8.44	7.94	0.34	0.34	0.22	0.22	45.5	42.7	5.72	5.06	-5.0
Over 600 Rooms	38.09	36.40	10.83	10.07	0.30	0.31	0.19	0.20	42.7	42.3	7.32	6.78	-4.2
TYPE:													
Hotel	$34.90	$34.43	$ 9.17	$ 8.62	0.33	0.34	0.21	0.22	43.7	42.3	$ 6.22	$ 5.68	-5.1
Motor Hotel	21.72	21.67	6.46	6.12	0.37	0.37	0.23	0.23	40.2	39.8	4.34	4.14	-3.9

TREND REPORT DECEMBER 1982 COMPARED WITH DECEMBER 1981

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	DEC	% CHG	DEC	% CHG	DEC	% CHG	DEC	% CHG
TOTAL	-	-0.2	0.1	1.6	49.1	-4.1	52.0	6.1	$ 49.92	3.1	$ 84.86	3.3
REGION:												
Northeast	1.4	0.4	3.3	-0.6	53.7	-4.8	37.2	5.7	$ 72.76	5.6	$124.49	6.6
Southeast	15.6	17.6	11.8	17.2	53.6	13.1	88.2	6.9	47.12	1.9	75.96	0.2
North Central	-1.1	-0.8	-2.5	8.5	42.0	-3.4	37.0	-0.3	34.32	2.8	61.67	2.6
South Central	-14.0	-15.0	-12.0	-16.9	44.9	-15.8	39.7	-3.6	43.81	0.2	73.98	1.4
West	0.6	-0.4	1.2	7.7	51.6	-7.0	50.7	-2.3	48.00	4.3	85.48	5.4
AFFILIATION:												
Chain	0.1	-0.2	0.6	1.8	50.0	-4.2	49.7	6.2	$ 49.18	3.0	$ 80.98	3.4
Independent	-0.6	-0.2	-1.5	1.3	45.5	-3.4	61.7	6.7	53.28	3.3	102.60	3.0
LOCATION:												
Center City	-2.4	-3.1	-1.6	-0.8	48.0	-6.6	42.0	-	$ 65.66	3.4	$114.81	4.2
Suburban	-7.9	-8.6	-7.2	-5.2	45.3	-10.1	38.3	-0.8	42.59	1.2	75.84	2.0
Highway	5.1	6.0	3.6	1.8	50.6	-2.3	68.0	13.1	32.90	6.3	49.45	5.3
Airport	-4.9	-5.8	-3.9	1.3	52.3	-8.7	29.6	1.7	43.34	2.5	70.39	3.5
Resort	14.9	15.5	14.9	10.2	52.1	11.6	96.4	1.0	56.01	1.5	97.03	0.9
SIZE:												
Under 150 Rooms	-1.9	-2.8	1.8	-16.6	48.8	-8.8	58.1	-1.9	$ 32.74	6.3	$ 47.89	7.4
150 to 300 Rooms	-2.2	-1.4	-3.3	-2.3	47.5	-3.8	47.9	8.4	41.94	2.1	70.47	1.3
300 to 600 Rooms	-1.4	-2.8	-0.5	4.5	46.1	-4.6	50.3	1.6	56.76	0.7	104.55	2.1
Over 600 Rooms	3.4	3.7	2.9	4.6	54.8	-	54.0	13.7	70.83	0.9	122.10	0.6
TYPE:												
Hotel	-0.8	-1.0	-0.8	0.4	48.9	-3.9	46.9	4.0	$ 62.28	2.5	$112.78	2.7
Motor Hotel	2.2	1.7	2.7	6.1	48.9	-3.2	58.7	9.3	39.94	3.3	61.82	3.7
Budget	-3.6	-3.9	6.1	-0.9	51.6	-9.9	55.2	-4.7	21.67	6.3	23.57	6.7

- NO CHANGE

Executive Offices
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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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JANUARY 1983 COMPARED WITH JANUARY 1982

OCCUPANCY DECLINE MODERATES; SALES INCREASE LESS THAN ONE PERCENT

In comparing occupancies this January with January 1982, there was considerable variation depending on affiliation, location, region and other characteristics. Chain-affiliated properties and those located in center city, suburban or airport areas reported declines for the month. By region, properties located in South Central U.S., particularly Texas, have also experienced difficulties in maintaining occupancy levels. In contrast to these problem areas, highway and airport properties and those not affiliated with a chain reported increases in occupancies during the month. Properties located in the Southeastern region, primarily Florida, have been reporting substantially higher occupancies since late last year.

Total revenues increased slightly less than 1 percent during the month as rooms sales rose 1.2 percent and food and beverage sales remained unchanged. Other revenues increased 2.3 percent during the month. Room sales per occupied room increased only 2.2 percent, the lowest increase we have reported in several years, to $49.65. This modest increase in room rates, especially considering double occupancies jumped 7.1 percent, should be a positive factor in boosting demand this summer.

Beginning with this issue, we will be providing a table on the performance of the industry on a twelve-month moving average basis. This will enable readers of this report to assess trends in the industry on a longer term basis. For the twelve months ending January 1983, occupancies continued to decline but at a slower rate than during 1982. We currently anticipate occupancies to continue falling below last years levels until this summer when demand should begin to rebound.

	Projections	Actual Last Year
March 1983	67-69%	70.0%
April 1983	65-67%	68.1%
May 1983	64-66%	67.1%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	63.6%	– 9.8%
AFFILIATION:		
Chain	62.6	– 13.7
Independent	59.7	0.2
AREA:		
Northeast	63.8	– 4.8
Southeast	72.9	7.0
North Central	54.8	– 8.4
South Central	59.2	– 1.0
West	60.8	**
LOCATION:		
Center City	56.1	– 26.8
Suburban	62.1	– 0.2
Highway	63.9	– 3.9
Airport	68.0	5.6
Resort	68.1	– 2.2
SIZE:		
Under 150 rooms	61.4	– 5.5
150 to 299 rooms	64.6	1.7
300 to 600 rooms	61.2	2.5
Over 600 rooms	62.7	**
TYPE:		
Hotel	59.9	– 18.7
Motor Hotel	65.8	1.2
Economy	58.9	– 14.8

* FROM PREVIOUS MONTH

** NOT AVAILABLE

Randell A. Smith, Associate Director
Chris Bodnar, Research Associate
Research and Development

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FEBRUARY 1983 COMPARED WITH FEBRUARY 1982

OCCUPANCIES DECLINE A MODEST 2.1 PERCENT; SALES INCREASE ONLY 0.4 PERCENT

On a national basis occupancy declined only 2.1 percent from the same month last year to 64.4 percent. Although this was the lowest decline reported in over eleven months, domestic and international travel continued to drop off in certain areas of the country. Regionally, the sharp decrease in South Central occupancy, which has been reported over the past few months still is predominant. It is attributed to the decline in the tourist market because of successive peso devaluations and the resultant decrease of Mexican tourists. A curtailment in business travel was evident as well. Concurrently, the opening of the tourist season in Florida coupled with favorable auto and air fares helped boost occupancy in this region to 81.4 percent. Preliminary indications are that this trend will continue well into March and April.

Total revenues once again increased less than one percent. The decrease of 2.3 percent in food and beverage sales resulted from the drop in number of covers served of nearly 5 percent and a nominal increase of $.28 in average receipt per cover. Increases in rooms sales and food and beverage sales coupled with increases in room sales per occupied room helped highway and resort properties achieve higher revenues than their competitors in other locations.

For the twelve months ended February 1983, occupancy declined by 4.2 percent from the prior twelve month period. This decline was slightly lower than it was last month. With the spring season ahead, decreases in energy and gasoline costs as well as a rebounding economy should enable the industry to improve occupancy levels within the next several months.

	Projections	Actual Last Year
APRIL 1983	65-67%	68.1%
MAY 1983	64-66%	67.1%
JUNE 1983	68-70%	70.6%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	64.9%	2.0%
AFFILIATION:		
Chain	63.1	0.8
Independent	63.9	7.0
AREA:		
Northeast	64.4	0.9
Southeast	74.9	2.7
North Central	55.0	0.4
South Central	58.1	-1.9
West	63.0	3.6
LOCATION:		
Center City	59.8	6.6
Suburban	60.5	-2.6
Highway	65.6	2.7
Airport	67.0	-1.5
Resort	71.4	4.8
SIZE:		
Under 150 rooms	63.0	2.6
150 to 299 rooms	65.0	0.6
300 to 600 rooms	62.9	2.8
Over 600 rooms	67.9	8.3
TYPE:		
Hotel	63.3	5.7
Motor Hotel	67.5	2.6
Budget	56.9	-3.4

*FROM PREVIOUS MONTH

**NOT AVAILABLE

Randell A. Smith, Associate Director
Chris Bodnar, Research Associate
Research and Development

TREND REPORT JANUARY 1983 COMPARED WITH JANUARY 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JAN	% CHG	JAN	% CHG	JAN	% CHG	JAN	% CHG
TOTAL	0.9	1.2	-	2.3	56.1	-2.3	45.2	7.1	$ 49.65	2.2	$ 75.84	1.9
REGION:												
Northeast	1.8	0.8	3.1	7.0	53.3	-6.3	31.2	5.8	$ 69.28	6.4	$110.42	7.5
Southeast	18.0	21.6	12.3	7.2	64.7	20.7	80.0	11.7	49.66	-2.2	74.10	-5.1
North Central	-2.4	-2.5	-1.9	-4.6	46.6	-3.3	31.4	-1.9	38.13	1.2	63.10	1.3
South Central	-10.6	-11.2	-9.6	-6.6	55.4	-12.9	34.1	-6.3	47.42	1.1	70.49	1.8
West	0.7	1.3	-1.1	8.7	60.9	-5.4	41.2	-4.0	48.39	5.6	70.67	5.0
AFFILIATION:												
Chain	1.0	1.2	0.2	4.6	57.1	-2.9	43.1	9.1	$ 48.68	2.4	$ 72.77	2.2
Independent	0.4	1.2	-0.5	-3.4	52.5	1.0	53.4	2.1	53.75	1.2	88.81	0.4
LOCATION:												
Center City	-3.6	-4.2	-3.2	2.6	50.4	-7.7	36.5	-2.9	$ 62.83	2.6	$ 99.13	3.2
Suburban	-4.0	-4.5	-3.6	0.7	55.3	-6.6	34.8	4.5	44.43	1.6	68.59	2.1
Highway	11.5	11.8	11.2	8.5	58.0	4.5	52.3	16.0	34.00	4.4	46.39	4.1
Airport	-4.8	-5.3	-3.9	-3.4	64.1	-7.6	27.7	-7.0	46.90	2.0	71.98	2.5
Resort	11.6	14.9	6.8	3.1	59.5	10.8	90.2	10.1	62.26	2.9	97.75	-
SIZE:												
Under 150 Rooms	-0.4	-0.6	0.5	-1.4	54.2	-4.6	49.8	4.0	$ 33.43	4.2	$ 45.25	4.5
150 to 300 Rooms	-1.0	-0.8	-1.6	0.6	57.3	-1.5	38.9	6.9	44.68	0.5	68.16	0.3
300 to 600 Rooms	-1.2	-0.7	-2.1	-1.4	55.1	-2.5	45.9	4.1	58.34	0.5	92.22	-
Over 600 Rooms	6.1	7.0	4.0	7.8	57.5	0.3	51.9	14.3	72.09	1.5	114.54	0.6
TYPE:												
Hotel	-0.8	-0.6	-1.4	2.3	54.9	-4.5	40.5	2.0	$ 62.69	2.9	$101.75	2.8
Motor Hotel	4.6	4.9	3.9	4.1	58.4	1.2	51.5	13.2	40.10	1.9	56.85	1.6
Economy	-2.1	-1.7	5.0	-40.9	52.3	-5.1	39.7	-2.7	24.19	3.8	25.18	3.4

TWELVE MONTH TREND REPORT - AS OF JANUARY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JAN	% CHG	JAN	% CHG	JAN	% CHG	JAN	% CHG
TOTAL	1.9	2.3	0.9	3.2	63.8	-4.3	52.3	1.6	$ 48.45	6.5	$ 71.37	6.0
REGION:												
Northeast	3.5	3.2	3.9	7.9	66.9	-4.0	39.0	0.8	$ 68.43	7.4	$101.26	7.7
Southeast	4.5	4.7	3.7	9.8	64.0	-1.1	85.7	2.3	50.73	4.6	76.40	4.3
North Central	-0.3	0.9	-2.6	-3.5	58.7	-4.1	42.2	4.2	35.18	5.7	52.47	4.4
South Central	-1.7	-1.3	-2.5	-7.7	64.1	-7.8	42.3	-1.4	46.91	6.4	67.69	5.9
West	4.0	5.2	1.4	6.2	68.5	-4.2	57.8	-1.7	46.17	7.9	66.51	6.7
AFFILIATION:												
Chain	1.9	2.3	0.8	4.9	64.9	-4.4	49.9	2.0	$ 47.33	6.2	$ 68.28	5.7
Independent	1.7	2.2	1.1	-0.5	59.4	-4.5	61.1	0.7	53.16	7.6	84.40	7.1
LOCATION:												
Center City	0.7	0.9	-	4.4	61.6	-4.9	42.0	0.5	$ 62.74	6.0	$ 93.35	5.8
Suburban	-0.8	-0.4	-1.7	0.6	63.6	-6.6	43.9	-	42.92	6.4	64.52	6.0
Highway	4.8	5.4	2.7	8.3	64.6	-3.3	62.0	2.8	31.90	7.9	41.60	7.3
Airport	0.7	1.1	0.1	-4.0	67.6	-4.4	34.6	-2.0	45.78	5.7	68.55	5.3
Resort	6.1	7.0	4.8	3.2	64.5	-1.7	95.9	1.9	60.14	7.1	95.06	6.2
SIZE:												
Under 150 Rooms	2.1	2.7	0.1	-0.8	64.9	-5.0	57.9	0.3	$ 31.98	8.3	$ 40.97	7.6
150 to 300 Rooms	0.4	1.0	-0.8	-2.1	62.9	-4.4	48.6	1.7	44.65	5.4	67.17	4.7
300 to 600 Rooms	0.7	1.3	-0.4	1.4	62.9	-5.3	53.6	1.5	56.72	5.9	87.12	5.3
Over 600 Rooms	4.7	4.6	4.6	9.0	64.7	-2.4	51.2	3.2	72.41	5.5	109.44	5.6
TYPE:												
Hotel	1.6	1.8	1.1	2.8	63.3	-4.5	47.6	0.8	$ 61.67	6.1	$ 96.17	5.9
Motor Hotel	2.2	2.9	0.3	4.7	64.0	-3.9	58.5	3.0	40.72	6.2	57.24	5.5
Economy	3.9	4.0	3.7	-0.3	64.7	-5.5	53.4	-1.3	24.17	10.1	24.73	10.1

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JANUARY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.76	$29.51	$ 8.40	$ 7.94	0.34	0.34	0.22	0.22	43.5	42.4	$ 5.73	$ 5.37	-4.6
REGION:													
Northeast	$35.35	$34.03	$10.16	$ 9.41	0.32	0.32	0.20	0.21	46.2	45.4	$ 7.50	$ 6.91	-2.7
Southeast	29.26	28.21	8.44	8.01	0.35	0.35	0.22	0.22	42.8	42.8	5.63	5.51	-2.9
North Central	29.82	30.60	7.12	6.86	0.36	0.36	0.23	0.23	42.7	42.4	4.19	4.16	-5.3
South Central	24.82	25.45	7.91	7.61	0.35	0.35	0.22	0.22	40.7	37.8	4.97	4.54	-6.4
West	31.37	30.94	8.56	7.97	0.34	0.34	0.22	0.22	43.6	42.7	5.91	5.28	-5.7
AFFILIATION:													
Chain	$27.21	$27.00	$ 8.26	$ 7.80	0.33	0.34	0.21	0.21	43.0	41.9	$ 5.76	$ 5.41	-4.7
Independent	40.73	40.29	8.75	8.28	0.35	0.36	0.23	0.24	45.2	43.9	5.66	5.27	-4.3
LOCATION:													
Center City	$33.21	$33.20	$ 9.48	$ 8.98	0.32	0.32	0.21	0.21	46.4	44.9	$ 6.78	$ 6.26	-4.9
Suburban	27.10	27.57	7.41	7.03	0.36	0.36	0.22	0.23	40.9	39.2	4.77	4.41	-7.2
Highway	21.31	20.74	6.24	5.83	0.37	0.37	0.23	0.23	37.3	38.0	3.45	3.46	-0.7
Airport	25.25	25.22	7.30	6.96	0.35	0.36	0.22	0.22	40.8	39.6	4.62	4.50	-4.6
Resort	38.90	37.11	9.06	8.47	0.35	0.35	0.22	0.22	41.9	41.9	5.53	5.20	-2.8
SIZE:													
Under 150 Rooms	$26.12	$26.09	$ 6.51	$ 6.19	0.39	0.39	0.24	0.25	38.2	38.0	$ 3.80	$ 3.65	-5.1
150 to 300 Rooms	25.50	25.70	7.18	6.85	0.36	0.36	0.23	0.23	42.4	41.3	4.57	4.37	-5.3
300 to 600 Rooms	30.83	30.95	8.46	8.00	0.34	0.34	0.22	0.22	45.7	43.5	5.65	5.17	-4.9
Over 600 Rooms	38.69	37.00	10.90	10.24	0.30	0.31	0.19	0.19	43.9	43.4	7.43	7.04	-3.1
TYPE:													
Hotel	$35.31	$34.94	$ 9.18	$ 8.67	0.33	0.34	0.21	0.22	44.4	43.1	$ 6.16	$ 5.73	-4.9
Motor Hotel	21.88	21.80	6.54	6.19	0.37	0.37	0.23	0.23	40.4	39.9	4.34	4.14	-3.8

FOOD AND BEVERAGE REPORT - JANUARY 1983 COMPARED WITH JANUARY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.79	$29.78	$ 8.77	$ 8.63	0.34	0.35	0.22	0.22	47.2	46.3	$ 5.84	$ 5.75	-0.6
REGION:													
Northeast	$40.06	$38.86	$11.03	$10.48	0.33	0.33	0.20	0.21	54.0	51.7	$ 8.42	$ 7.73	-2.6
Southeast	25.50	22.70	8.55	9.26	0.34	0.37	0.22	0.23	43.8	46.6	5.31	6.52	27.9
North Central	31.44	32.05	7.34	6.84	0.36	0.37	0.26	0.25	48.9	48.6	4.71	4.42	-5.2
South Central	26.36	29.16	8.14	8.41	0.34	0.34	0.22	0.22	41.7	39.8	4.95	4.94	-8.7
West	30.97	31.29	9.05	8.39	0.34	0.34	0.21	0.21	46.9	45.6	5.62	4.90	-7.8
AFFILIATION:													
Chain	$27.05	$26.99	$ 8.61	$ 8.56	0.33	0.34	0.22	0.22	46.3	44.9	$ 5.66	$ 5.59	1.0
Independent	42.52	42.75	9.16	8.81	0.36	0.37	0.23	0.24	49.7	50.3	6.29	6.16	-4.3
LOCATION:													
Center City	$35.82	$37.02	$ 9.64	$ 9.48	0.32	0.33	0.21	0.21	51.9	49.3	$ 6.90	$ 6.52	-4.0
Suburban	27.85	28.89	8.05	7.90	0.35	0.36	0.23	0.22	45.2	44.4	5.16	5.05	-6.5
Highway	19.76	17.77	6.50	6.27	0.36	0.38	0.23	0.23	38.4	39.9	3.39	3.71	20.3
Airport	25.37	26.42	7.38	6.74	0.35	0.36	0.24	0.24	42.4	41.5	4.68	4.21	-9.6
Resort	36.69	34.34	9.92	10.33	0.34	0.35	0.21	0.23	45.9	47.5	6.06	7.01	12.3
SIZE:													
Under 150 Rooms	$26.81	$26.68	$ 7.21	$ 6.89	0.39	0.39	0.23	0.24	40.6	41.2	$ 4.29	$ 4.18	-3.3
150 to 300 Rooms	24.37	24.77	7.24	6.85	0.36	0.37	0.24	0.24	44.6	43.5	4.56	4.28	-6.3
300 to 600 Rooms	32.10	32.79	8.52	8.40	0.34	0.34	0.22	0.22	48.5	47.8	5.66	5.69	-1.4
Over 600 Rooms	39.34	37.83	11.45	12.18	0.31	0.32	0.19	0.19	50.1	48.9	7.86	8.24	9.9
TYPE:													
Hotel	$36.76	$37.29	$ 9.33	$ 9.29	0.33	0.34	0.22	0.22	48.8	47.6	$ 6.36	$ 6.28	-1.2
Motor Hotel	20.62	19.84	7.25	6.80	0.37	0.37	0.23	0.23	42.2	42.0	4.39	4.23	1.2

FOOD AND BEVERAGE REPORT - FEBRUARY 1983 COMPARED WITH FEBRUARY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.60	$30.30	$ 8.73	$ 8.45	0.34	0.35	0.22	0.22	43.0	41.4	$ 5.45	$ 5.14	-4.9
REGION:													
Northeast	$37.35	$38.20	$ 9.59	$ 9.06	0.33	0.36	0.21	0.21	53.9	51.5	$ 7.80	$ 7.12	-7.6
Southeast	26.11	24.72	8.38	8.76	0.34	0.36	0.22	0.22	37.1	36.6	4.68	4.55	2.8
North Central	29.32	30.78	7.19	7.09	0.35	0.35	0.23	0.22	43.8	42.0	4.49	4.20	-5.9
South Central	27.75	31.29	8.67	8.65	0.33	0.34	0.24	0.24	39.7	37.1	5.11	4.82	-10.8
West	34.05	33.31	8.86	8.26	0.35	0.35	0.21	0.22	43.4	43.7	4.95	4.70	-2.7
AFFILIATION:													
Chain	$26.13	$26.74	$ 8.37	$ 8.14	0.33	0.34	0.22	0.22	43.3	42.0	$ 5.39	$ 5.11	-5.3
Independent	44.38	45.47	9.66	9.30	0.35	0.36	0.23	0.23	42.2	39.9	5.63	5.22	-3.9
LOCATION:													
Center City	$34.27	$35.44	$ 9.74	$ 9.43	0.32	0.34	0.21	0.21	49.1	46.8	$ 6.76	$ 6.30	-8.1
Suburban	26.51	29.12	7.47	7.31	0.35	0.35	0.25	0.25	43.3	40.2	4.77	4.40	-10.8
Highway	19.44	18.03	6.47	6.27	0.35	0.36	0.23	0.24	36.4	37.0	3.17	3.30	9.4
Airport	24.67	25.17	7.27	7.20	0.36	0.35	0.22	0.22	39.5	38.9	4.26	4.07	-3.6
Resort	39.81	38.31	10.38	9.76	0.34	0.36	0.22	0.22	35.6	33.9	5.19	4.69	-1.3
SIZE:													
Under 150 Rooms	$25.98	$26.74	$ 6.73	$ 6.53	0.38	0.38	0.24	0.25	38.5	37.7	$ 3.77	$ 3.54	-4.8
150 to 300 Rooms	23.64	24.73	7.27	7.07	0.36	0.36	0.23	0.23	41.6	39.5	4.49	4.26	-5.5
300 to 600 Rooms	31.92	33.38	8.84	8.59	0.33	0.34	0.22	0.22	44.3	43.2	5.64	5.34	-7.3
Over 600 Rooms	39.30	38.50	11.09	10.77	0.32	0.34	0.22	0.21	44.7	42.8	6.92	6.54	-1.9
TYPE:													
Hotel	$37.72	$39.10	$ 9.51	$ 9.16	0.33	0.34	0.22	0.22	44.2	42.1	$ 6.04	$ 5.59	-6.5
Motor Hotel	19.34	19.14	6.55	6.40	0.36	0.37	0.23	0.23	39.1	39.1	3.84	3.81	0.2

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF FEBRUARY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.60	$29.96	$ 8.74	$ 8.53	0.34	0.35	0.22	0.22	45.4	44.1	$ 5.69	$ 5.46	-3.2
REGION:													
Northeast	$36.67	$36.52	$10.31	$ 9.77	0.33	0.34	0.21	0.21	55.3	52.9	$ 8.34	$ 7.62	-5.2
Southeast	25.97	24.05	8.79	8.88	0.34	0.36	0.22	0.23	39.7	40.2	4.91	5.16	10.5
North Central	30.90	31.82	7.24	6.93	0.35	0.36	0.25	0.24	46.5	45.4	4.62	4.32	-5.9
South Central	27.06	30.21	8.42	8.54	0.33	0.34	0.23	0.23	40.6	38.3	5.04	4.87	-9.8
West	32.42	32.24	8.94	9.32	0.34	0.35	0.21	0.22	44.9	44.6	5.21	4.79	-4.9
AFFILIATION:													
Chain	$26.55	$26.81	$ 8.49	$ 8.34	0.33	0.34	0.22	0.22	45.2	43.8	$ 5.61	$ 5.40	-2.6
Independent	43.04	43.82	9.37	8.99	0.35	0.37	0.23	0.24	46.0	44.8	5.92	5.62	-4.7
LOCATION:													
Center City	$34.17	$35.80	$ 9.71	$ 9.47	0.32	0.34	0.21	0.21	51.3	48.7	$ 6.98	$ 6.52	-6.3
Suburban	27.23	29.01	7.72	7.55	0.35	0.36	0.24	0.24	44.3	42.2	4.91	4.65	-8.8
Highway	19.78	18.09	6.48	6.28	0.36	0.37	0.23	0.23	37.1	38.1	3.25	3.45	13.6
Airport	25.32	26.11	7.33	6.98	0.36	0.36	0.23	0.23	41.1	40.4	4.52	4.16	-6.9
Resort	38.48	36.67	10.13	9.91	0.34	0.35	0.21	0.22	40.0	39.4	5.56	5.55	3.6
SIZE:													
Under 150 Rooms	$26.48	$26.79	$ 6.90	$ 6.65	0.38	0.39	0.24	0.24	39.4	39.2	$ 3.95	$ 3.77	-4.1
150 to 300 Rooms	24.18	24.96	7.27	6.98	0.36	0.36	0.24	0.24	43.0	41.5	4.53	4.27	-6.2
300 to 600 Rooms	32.17	33.21	8.66	8.47	0.33	0.34	0.22	0.22	46.4	45.5	5.66	5.50	-4.7
Over 600 Rooms	37.90	36.87	11.23	11.34	0.31	0.33	0.20	0.20	48.4	46.6	7.54	7.43	2.8
TYPE:													
Hotel	$36.93	$37.92	$ 9.40	$ 9.19	0.33	0.34	0.22	0.22	46.9	45.0	$ 6.25	$ 5.93	-4.4
Motor Hotel	19.97	19.44	6.88	6.59	0.36	0.37	0.23	0.23	40.5	40.5	4.12	4.03	0.6

TWELVE MONTH TREND REPORT - AS OF FEBRUARY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	1.7	2.2	0.5	2.3	64.3	-4.2	52.9	2.1	$ 48.64	6.1	$ 71.84	5.5
REGION:												
Northeast	3.1	2.9	3.3	7.2	67.0	-4.0	39.2	1.3	$ 68.51	7.1	$101.89	7.3
Southeast	5.7	6.4	4.2	7.7	66.1	0.6	86.8	2.7	50.87	4.3	76.46	3.6
North Central	-0.4	0.8	-2.7	-3.2	59.1	-3.9	42.4	4.2	35.24	5.3	52.63	4.1
South Central	-2.9	-2.5	-3.5	-8.4	64.0	-8.3	42.3	-1.2	46.97	5.7	68.08	5.3
West	3.9	5.0	1.3	6.3	68.7	-4.1	58.0	-2.2	46.51	7.7	67.20	6.5
AFFILIATION:												
Chain	1.8	2.3	0.6	4.1	65.4	-4.1	50.4	2.6	$ 47.49	5.8	$ 68.66	5.3
Independent	1.3	2.0	0.4	-1.8	60.1	-4.3	61.8	1.1	53.46	7.3	85.15	6.5
LOCATION:												
Center City	0.4	0.7	-0.4	3.4	61.9	-4.8	42.1	0.7	$ 62.80	5.6	$ 93.85	5.3
Suburban	-1.3	-1.0	-2.1	-1.4	63.8	-6.7	44.1	0.5	43.00	5.8	64.76	5.4
Highway	5.4	6.0	3.3	7.7	65.5	-2.7	62.7	3.6	32.20	7.8	42.09	7.2
Airport	-	0.3	-0.6	-1.9	67.5	-4.7	35.2	-1.4	45.82	5.3	68.75	4.9
Resort	6.4	7.6	4.6	1.9	66.0	-0.9	96.8	2.0	60.81	6.9	96.07	5.7
SIZE:												
Under 150 Rooms	2.1	2.8	-0.1	-0.6	65.4	-4.8	58.3	0.7	$ 32.20	8.0	$ 41.32	7.4
150 to 300 Rooms	0.3	0.9	-1.0	-2.4	63.6	-4.2	49.5	2.3	44.82	5.1	67.47	4.4
300 to 600 Rooms	0.4	1.0	-0.8	2.1	63.2	-5.2	53.9	1.9	57.02	5.4	87.99	4.8
Over 600 Rooms	4.6	4.7	4.2	6.7	65.2	-2.0	51.5	4.0	72.10	4.9	109.34	4.8
TYPE:												
Hotel	1.2	1.6	0.6	1.8	63.6	-4.4	48.1	1.3	$ 61.97	5.7	$ 97.17	5.4
Motor Hotel	2.4	3.2	0.5	5.0	64.8	-3.7	59.3	4.0	40.78	6.1	57.12	5.3
Economy	4.0	4.1	6.3	-5.5	65.2	-5.1	53.6	-1.5	24.39	9.6	25.04	9.5

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF FEBRUARY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.71	$29.55	$ 8.42	$ 7.99	0.34	0.34	0.22	0.22	43.6	42.4	$ 5.70	$ 5.35	-4.6
REGION:													
Northeast	$35.34	$34.22	$10.14	$ 9.43	0.32	0.32	0.20	0.21	47.6	46.7	$ 7.61	$ 7.01	-3.1
Southeast	28.69	27.54	8.45	8.03	0.34	0.35	0.22	0.22	41.5	41.3	5.39	5.26	-2.0
North Central	29.75	30.56	7.12	6.88	0.35	0.36	0.23	0.23	42.9	42.3	4.24	4.16	-5.2
South Central	25.02	25.92	7.95	7.69	0.35	0.35	0.22	0.22	40.5	37.6	5.00	4.60	-6.9
West	31.78	31.38	8.63	8.03	0.34	0.34	0.22	0.22	43.5	42.9	5.70	5.16	-5.6
AFFILIATION:													
Chain	$27.12	$26.95	$ 8.27	$ 7.84	0.33	0.34	0.21	0.21	43.2	42.1	$ 5.72	$ 5.39	-4.6
Independent	40.79	40.64	8.80	8.36	0.35	0.36	0.23	0.24	44.8	43.3	5.65	5.25	-4.6
LOCATION:													
Center City	$33.22	$33.36	$ 9.50	$ 9.03	0.32	0.32	0.21	0.21	47.1	45.4	$ 6.82	$ 6.30	-5.1
Suburban	27.09	27.67	7.44	7.07	0.36	0.36	0.23	0.23	41.5	39.5	4.76	4.40	-7.3
Highway	21.07	20.40	5.26	5.88	0.37	0.37	0.23	0.23	37.1	37.8	3.38	3.42	0.5
Airport	25.21	25.37	7.29	7.00	0.35	0.36	0.22	0.22	40.6	39.4	4.59	4.44	-4.9
Resort	38.86	37.14	9.13	8.52	0.35	0.36	0.22	0.22	40.6	40.1	5.45	5.08	-2.9
SIZE:													
Under 150 Rooms	$26.21	$26.24	$ 6.53	$ 6.23	0.39	0.39	0.24	0.25	38.3	38.0	$ 3.78	$ 3.62	-5.1
150 to 300 Rooms	25.36	25.61	7.18	6.86	0.36	0.36	0.23	0.23	42.3	41.1	4.56	4.35	-5.4
300 to 600 Rooms	31.00	31.26	8.51	8.08	0.33	0.34	0.21	0.22	45.5	43.5	5.66	5.20	-4.9
Over 600 Rooms	38.30	36.77	10.88	10.29	0.30	0.31	0.19	0.20	44.4	43.6	7.40	7.00	-2.9
TYPE:													
Hotel	$35.48	$35.28	$ 9.18	$ 8.70	0.33	0.34	0.21	0.22	44.6	43.1	$ 6.16	$ 5.72	-4.9
Motor Hotel	21.56	21.46	6.54	6.20	0.37	0.37	0.23	0.23	40.1	39.8	4.24	4.07	-3.7

YEAR TO DATE TREND REPORT - AS OF FEBRUARY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	0.7	1.6	-1.2	0.4	59.9	-2.0	48.1	5.9	$ 50.76	2.7	$ 77.05	1.8
REGION:												
Northeast	1.1	1.0	0.4	5.3	56.0	-3.9	31.4	7.9	$ 67.80	4.7	$107.19	4.8
Southeast	13.7	17.1	8.0	3.6	73.0	13.4	52.1	7.2	53.52	0.3	79.03	-2.6
North Central	-2.0	-1.4	-2.9	-3.0	48.4	-3.0	33.0	1.9	36.73	1.9	59.06	1.3
South Central	-11.1	-11.5	-10.4	-9.1	58.1	-12.4	35.4	-5.6	48.10	0.4	72.28	0.9
West	3.0	3.9	0.5	7.6	63.9	-3.6	46.5	-4.9	49.53	6.6	72.51	5.6
AFFILIATION:												
Chain	0.8	1.4	-1.0	2.7	60.5	-2.6	45.6	7.8	$ 49.21	2.5	$ 73.04	1.8
Independent	0.3	2.1	-1.8	-5.5	57.3	-0.5	57.3	0.5	57.18	3.5	93.71	1.7
LOCATION:												
Center City	-3.4	-3.2	-4.6	0.7	54.3	-5.4	37.4	0.3	$ 62.63	1.9	$ 98.14	1.6
Suburban	-6.0	-6.0	-6.2	-4.8	57.6	-7.5	36.0	1.4	44.53	1.0	68.69	1.0
Highway	10.9	11.7	9.3	6.6	61.6	2.8	57.4	14.3	34.89	6.3	47.20	5.6
Airport	-2.7	-2.9	-3.0	2.0	65.7	-5.5	31.7	-4.8	47.02	1.6	72.10	1.8
Resort	9.2	12.2	4.9	-0.2	68.2	6.6	90.2	3.2	67.69	4.3	105.83	1.5
SIZE:												
Under 150 Rooms	1.0	1.6	-1.1	-0.5	57.5	-3.7	52.0	3.2	$ 34.42	5.6	$ 45.88	4.9
150 to 300 Rooms	-1.2	-0.4	-3.1	-1.7	60.9	-2.4	44.8	4.9	46.18	1.8	69.72	0.9
300 to 600 Rooms	-1.9	-1.5	-3.1	2.2	59.0	-3.4	48.2	4.3	59.45	0.5	94.60	0.1
Over 600 Rooms	5.3	6.9	2.8	1.4	61.9	1.8	49.6	11.7	71.30	1.0	112.58	-0.5
TYPE:												
Hotel	-1.2	-0.4	-2.6	-0.3	58.9	-3.9	43.4	1.4	$ 64.38	2.7	$104.60	2.0
Motor Hotel	4.7	5.4	2.7	5.2	62.5	-	54.4	11.9	41.20	3.5	57.48	2.8
Economy	1.6	2.0	13.6	-33.9	54.5	-2.7	46.0	-1.7	25.47	5.0	26.89	4.7

* INSUFFICIENT RESPONSE

TREND REPORT FEBRUARY 1983 COMPARED WITH FEBRUARY 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	0.4	1.7	-2.3	-1.1	64.4	-2.1	51.7	5.1	$ 51.70	3.1	$ 78.39	1.7
REGION:												
Northeast	-0.8	-0.6	-2.2	3.8	56.4	-2.9	31.7	7.5	$ 64.55	3.4	$105.06	3.2
Southeast	11.2	14.5	5.6	1.4	81.4	8.2	82.7	5.4	56.53	2.5	82.67	-0.3
North Central	-1.9	-0.5	-4.7	-0.9	50.8	-3.1	35.2	7.3	35.92	2.8	56.47	1.3
South Central	-11.6	-11.8	-11.3	-10.7	61.2	-11.8	36.9	-4.7	48.84	-0.3	74.12	-0.1
West	5.4	6.8	2.2	6.8	68.3	-1.4	52.6	-6.6	51.29	7.5	75.56	6.1
AFFILIATION:												
Chain	0.3	1.2	-2.3	1.3	64.8	-2.3	49.3	7.2	$ 49.66	2.4	$ 73.54	1.4
Independent	0.8	3.4	-2.4	-7.1	62.9	-1.4	60.6	-	59.97	5.4	98.16	2.7
LOCATION:												
Center City	-4.1	-3.4	-6.0	-1.2	57.6	-3.7	39.0	2.4	$ 61.49	1.1	$ 97.30	0.4
Suburban	-8.3	-8.0	-9.0	-8.9	60.4	-8.3	37.6	-1.6	44.55	0.1	68.56	-0.3
Highway	10.7	12.0	7.5	5.6	66.8	1.4	64.6	14.9	35.32	8.0	49.12	6.8
Airport	-	0.4	-2.0	9.0	69.0	-2.3	33.8	-0.6	47.32	1.3	71.77	0.9
Resort	7.6	10.3	3.9	-2.2	78.4	3.3	90.3	-2.3	72.95	5.7	112.83	3.1
SIZE:												
Under 150 Rooms	2.0	3.5	-2.8	0.2	62.6	-2.8	56.1	3.5	$ 36.10	6.9	$ 47.90	5.3
150 to 300 Rooms	-1.2	0.4	-4.4	-3.5	65.8	-2.9	51.1	4.9	47.53	3.1	70.85	1.4
300 to 600 Rooms	-2.8	-2.6	-4.4	4.9	63.1	-4.2	51.4	4.9	59.97	0.4	95.91	0.2
Over 600 Rooms	4.2	6.1	2.1	-3.0	65.6	3.1	49.2	8.6	70.80	0.6	113.28	-1.2
TYPE:												
Hotel	-1.6	-0.5	-3.5	-2.3	63.3	-3.1	46.3	0.7	$ 65.86	2.5	$107.66	1.3
Motor Hotel	4.5	5.6	1.0	6.1	67.7	-0.9	58.7	10.5	41.95	4.8	57.73	3.7
Economy	3.1	3.5	17.6	-31.3	58.0	-1.9	52.7	1.0	26.57	5.5	28.55	5.2

- NO CHANGE

TREND REPORT MARCH 1983 COMPARED WITH MARCH 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	-	1.0	-2.8	4.1	68.8	-2.4	51.9	11.9	$ 52.35	2.9	$ 78.39	1.9
REGION:												
Northeast	3.2	2.5	3.0	12.2	65.3	1.6	38.2	26.9	$ 63.42	2.8	$ 97.98	3.4
Southeast	7.4	10.5	0.1	9.0	82.2	4.3	83.6	9.9	57.17	3.5	82.48	0.7
North Central	0.3	1.7	-2.2	2.4	57.9	-0.2	33.6	-4.3	41.48	2.8	67.74	1.5
South Central	-12.8	-13.4	-11.8	-9.4	64.7	-13.6	40.0	7.2	47.02	-1.2	68.51	-0.6
West	2.8	5.1	-2.2	6.0	72.7	-1.0	54.4	13.1	52.53	5.3	78.28	2.9
AFFILIATION:												
Chain	0.4	1.2	-2.4	7.6	69.5	-2.7	49.1	12.6	$ 51.39	3.2	$ 75.83	2.4
Independent	-1.6	0.1	-3.8	-7.6	65.8	-1.2	63.3	9.5	56.39	1.6	89.17	-
LOCATION:												
Center City	-1.1	-0.6	-3.3	7.1	65.3	-1.8	44.0	16.7	$ 61.76	1.3	$ 95 92	0.8
Suburban	-3.8	-4.5	-1.9	-5.3	65.4	-6.3	36.9	1.7	44.40	0.9	67.48	1.7
Highway	5.5	6.4	1.0	24.2	71.0	-2.1	62.3	18.7	39.15	6.5	53.39	5.6
Airport	-2.0	-1.6	-2.9	-1.4	73.6	-3.4	29.9	-	46.56	1.5	69.13	1.1
Resort	2.2	6.0	-4.8	-3.3	74 5	1.5	98.2	7.3	68.65	4.8	103.03	1.1
SIZE:												
Under 150 Rooms	1.0	1.9	-1.4	-1.5	67.7	-3.7	56.4	6.2	$ 38.73	5.6	$ 53.02	4.6
150 to 300 Rooms	-1.1	-0.1	-3.3	-3.0	70.2	-2.8	50.5	13.2	45.51	3 1	66.83	2.0
300 to 600 Rooms	-3.3	-3.2	-3.6	-2.8	65.7	-5.5	52.3	7.6	60.01	0.5	93.28	0.4
Over 600 Rooms	3.5	5.3	-2.1	16.5	70.2	2.5	50.3	21.2	71.31	1.2	110.99	-0.5
TYPE:												
Hotel	-1.4	-0.5	-3.6	3.3	67.6	-3.2	47.6	13.1	$ 62.23	2.2	$ 98.74	1.3
Motor Hotel	2.9	3.8	-0.4	8.3	70.7	-2.1	57.6	11.4	43.33	4.6	59.66	3.7
Economy	0.3	0.6	8.1	-19.9	65.0	0.8	56.2	3.7	29.18	3.5	31.70	3.2

- NO CHANGE

TWELVE MONTH TREND REPORT - AS OF MARCH 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	1.0	1.5	-0.4	7.4	64.3	-4.3	53.1	2.9	$ 48.88	5.4	$ 72.68	4.9
REGION:												
Northeast	3.3	2.5	3.1	24.2	67.2	-3.9	40.1	2.8	$ 68.51	6.6	$103.06	7.5
Southeast	5.5	6.7	2.9	7.7	66.3	1.5	87.4	3.9	50.35	3.7	75.88	2.5
North Central	-0.8	0.5	-3.2	-2.1	59.6	-3.6	42.1	2.9	35.79	4.7	53.79	3.4
South Central	-5.0	-4.8	-5.2	-8.5	63.0	-9.5	42.4	-0.9	46.83	4.5	68.24	4.3
West	3.1	4.3	0.5	6.3	68.9	-4.0	57.2	-1.7	47.47	7.0	69.21	5.8
AFFILIATION:												
Chain	1.3	1.6	-0.2	11.6	65.4	-4.2	50.5	3.3	$ 47.78	5.1	$ 69.56	4.8
Independent	0.2	0.9	-0.9	-2.5	60.1	-4.5	62.5	1.8	53.46	6.3	85.67	5.5
LOCATION:												
Center City	0.3	0.3	-1.0	14.5	62.0	-4.6	42.9	1.7	$ 62.89	5.0	$ 94.95	5.0
Suburban	-2.1	-2.0	-2.5	-2.1	63.7	-7.0	43.4	-0.2	43.07	4.8	64.97	4.6
Highway	5.0	5.5	3.1	10.7	66.0	-2.8	63.3	5.3	32.67	7.3	42.91	6.7
Airport	-1.7	-1.4	-2.2	-2.2	67.1	-5.2	34.3	-2.6	46.06	4.2	69.47	4.0
Resort	4.7	6.4	2.2	1.1	65.3	-0.9	97.1	2.9	60.30	6.2	95.92	4.5
SIZE:												
Under 150 Rooms	1.3	1.9	-0.6	-0.7	65.6	-5.1	58.3	1.0	$ 32.59	7.3	$ 42.08	6.7
150 to 300 Rooms	-0.8	-0.2	-1.9	-2.6	63.5	-4.5	49.3	2.9	44.69	4.3	67.54	3.7
300 to 600 Rooms	-0.6	-	-1.8	1.3	62.9	-5.3	54.3	2.1	57.32	4.5	88.95	3.9
Over 600 Rooms	4.6	4.6	2.9	21.3	65.7	-1.2	52.4	5.6	71.66	4.2	109.86	4.2
TYPE:												
Hotel	0.5	0.7	-0.6	8.4	63.5	-4.4	48.3	1.9	$ 61.85	4.9	$ 97.89	4.7
Motor Hotel	1.9	2.6	-	5.5	64.8	-3.9	59.5	4.6	41.13	4.5	57.69	4.9
Economy	3.3	3.4	7.6	-8.7	66.0	-4.9	53.6	-1.3	24.63	8.7	25.38	8.6

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF MARCH 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.62	$29.74	$ 8.46	$ 8.07	0.34	0.34	0.22	0.22	43.2	41.9	$ 5.57	$ 5.23	-4.8
REGION:													
Northeast	$35.24	$34.20	$10.22	$ 9.52	0.32	0.32	0.20	0.21	47.8	46.8	$ 7.50	$ 6.91	-3.2
Southeast	28.08	27.30	8.40	8.05	0.34	0.35	0.22	0.22	40.2	39.8	5.24	5.08	-1.6
North Central	29.90	30.89	7.22	6.99	0.35	0.36	0.23	0.23	42.2	41.7	4.28	4.21	-5.3
South Central	24.91	26.28	7.91	7.72	0.35	0.35	0.22	0.22	40.6	37.7	4.88	4.50	-8.1
West	32.29	32.15	8.65	8.13	0.34	0.34	0.22	0.22	43.7	42.7	5.51	5.06	-5.3
AFFILIATION:													
Chain	$26.98	$2727.04	8.29	$ 7.92	0.33	0.34	0.21	0.21	42.7	41.5	$ 5.55	$ 5.23	-4.6
Independent	40.99	41.38	8.88	8.44	0.35	0.36	0.23	0.24	44.9	43.2	5.63	5.23	-5.4
LOCATION:													
Center City	$33.18	$33.52	$ 9.52	$ 9.10	0.32	0.32	0.21	0.21	46.8	45.0	$ 6.70	$ 6.20	-5.2
Suburban	26.93	27.62	7.48	7.14	0.36	0.36	0.23	0.23	41.2	39.4	4.65	4.33	-7.6
Highway	20.88	20.25	6.29	5.96	0.37	0.37	0.23	0.23	37.1	37.7	3.29	3.36	1.5
Airport	25.26	25.81	7.31	7.09	0.35	0.36	0.22	0.22	40.0	38.9	4.48	4.33	-5.9
Resort	38.56	37.74	9.17	8.57	0.35	0.35	0.22	0.22	39.9	39.2	5.42	5.00	-3.8
SIZE:													
Under 150 Rooms	$26.22	$26.38	$ 6.61	$ 6.28	0.39	0.39	0.24	0.25	38.1	37.8	$ 3.77	$ 3.62	-5.2
150 to 300 Rooms	25.10	25.57	7.14	6.84	0.36	0.36	0.23	0.23	41.8	40.6	4.37	4.20	-5.8
300 to 600 Rooms	31.21	31.77	8.55	8.19	0.33	0.34	0.22	0.22	45.3	43.3	5.65	5.22	-5.3
Over 600 Rooms	37.88	36.80	10.95	10.45	0.30	0.31	0.19	0.20	44.0	42.9	7.34	6.89	-2.8
TYPE:													
Hotel	$35.36	$35.56	$ 9.19	$ 8.75	0.33	0.33	0.21	0.22	44.2	42.6	$ 6.07	$ 5.63	-5.4
Motor Hotel	21.45	21.44	6.61	6.30	0.37	0.37	0.23	0.23	39.9	39.5	4.11	3.98	-3.3

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NATIONAL TREND OF BUSINESS
Lodging Industry

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MARCH 1983 COMPARED WITH MARCH 1982

DOUBLE OCCUPANCY INCREASES 11.9 PERCENT; TOTAL SALES REMAIN UNCHANGED

The seasonally unadjusted occupancy rate for March 1983 reached 68.8 percent, the highest reported since August 1982. In comparison with March 1982 this was a modest decline of 2.4 percent. During the past several months, properties in the Southeastern Region have been reporting increases in occupancy levels and this month they were joined by properties in the Northeastern Region. Single occupancies were up 1.6 percent while the double occupancy rate jumped nearly 27 percent over March 1982. The over 600-room center city properties benefited from an increase in convention and tourist related business, while highway properties accommodated die-hard skiers taking advantage of March's good weather at winter resorts.

Nationally, total revenues remained unchanged from March 1982 levels. Food covers decreased slightly over 4 percent from last year which resulted in a 2.8 percent drop in food and beverage sales, while room sales and other sales increased by one percent and 4.1 percent respectively. Once again, increases in room sales translated into sharp increases in other revenues for highway properties and those over 600 rooms. Room sales per occupied room rose steadily during the first quarter of 1983 up almost 3 percent from March last year. Hotels in the South Central region suffered a decrease in room sales per occupied room which was mostly due to increased competition in the lodging industry as management attempted to boost market share by discounting room rates.

Comparing twelve months ended March 1983 with those of 1982 indicates little positive change in the national occupancy rate at this time. However, as we move into the summer months, occupancy levels should begin to rise above last year's levels.

	Projections	Actual Last Year
May 1983	64-66%	67.1%
June 1983	68-70%	70.6%
July 1983	68-70%	69.1%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	64.3%	– 0.9%
AFFILIATION:		
Chain	65.6	3.8
Independent	60.5	– 5.3
AREA:		
Northeast	66.6	3.3
Southeast	67.8	– 10.4
North Central	57.9	5.0
South Central	59.9	3.0
West	65.9	4.4
LOCATION:		
Center City	62.7	4.6
Suburban	63.3	4.4
Highway	67.6	2.9
Airport	69.0	2.8
Resort	63.8	– 11.9
SIZE:		
Under 150 rooms	64.4	2.1
150 to 299 rooms	65.0	—
300 to 600 rooms	60.9	– 3.2
Over 600 rooms	67.1	– 1.1
TYPE:		
Hotel	63.9	0.9
Motor Hotel	67.7	0.2
Economy	61.1	6.8

*FROM PREVIOUS MONTH
—NO CHANGE

Randell A. Smith, Associate Director
Christine Bodnar, Research Associate
Research and Development

YEAR TO DATE TREND REPORT - AS OF MARCH 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	0.4	1.3	-1.8	1.7	63.1	-2.3	49.4	7.9	$ 51.32	2.7	$ 77.72	1.8
REGION:												
Northeast	1.9	1.6	1.4	8.0	59.4	-1.8	34.3	15.9	$ 66.15	3.9	$103.76	4.2
Southeast	10.8	14.0	4.4	5.1	76.3	9.3	83.0	8.5	54.97	1.5	80.33	-1.3
North Central	-1.3	-0.3	-3.0	-1.1	52.1	-2.1	33.9	-1.2	38.82	2.2	63.42	1.1
South Central	-11.7	-12.2	-10.9	-9.2	60.4	-12.8	37.1	-0.8	47.70	-0.2	70.87	0.4
West	3.2	4.6	-	6.9	67.7	-2.4	49.2	1.7	51.04	5.8	76.01	4.4
AFFILIATION:												
Chain	0.6	1.3	-1.6	4.4	63.8	-2.6	46.9	9.3	$ 50.06	2.8	$ 74.43	2.1
Independent	-0.5	1.2	-2.6	-6.1	60.3	-0.8	59.5	4.0	56.66	2.5	91.68	0.8
LOCATION:												
Center City	-2.3	-2.0	-3.9	3.2	58.6	-3.8	40.3	6.9	$ 61.99	1.6	$ 97.05	1.3
Suburban	-5.2	-5.5	-4.6	-4.9	60.5	-7.1	36.4	1.4	44.40	0.9	68.30	1.2
Highway	8.6	9.4	5.6	12.7	64.6	0.8	59.1	15.0	36.59	6.3	49.84	5.5
Airport	-2.9	-2.8	-3.5	-	68.7	-4.6	31.1	-3.7	47.09	1.5	71.99	1.4
Resort	6.4	9.7	1.2	-1.1	70.4	4.8	93.3	4.8	68.00	4.3	104.53	1.2
SIZE:												
Under 150 Rooms	0.9	1.7	-1.2	-0.6	60.8	-3.6	53.7	4.5	$ 35.93	5.6	$ 48.43	4.8
150 to 300 Rooms	-1.2	-0.3	-3.2	-2.1	64.4	-2.4	46.8	7.8	45.83	2.2	68.73	1.2
300 to 600 Rooms	-2.2	-1.8	-3.1	0.3	61.7	-4.0	48.9	4.7	59.49	0.5	94.20	0.2
Over 600 Rooms	4.3	5.9	0.5	6.9	65.1	1.9	50.2	15.1	71.25	1.2	112.01	-0.4
TYPE:												
Hotel	-1.3	-0.5	-3.0	0.9	62.4	-3.6	45.0	5.6	$ 63.26	2.5	$102.11	1.7
Motor Hotel	3.8	4.6	1.3	6.2	65.6	-0.8	55.4	11.5	42.07	3.8	58.60	3.0
Economy	1.2	1.6	11.5	-28.2	56.7	-2.1	49.6	0.6	26.39	4.7	28.04	4.3

- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF MARCH 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.19	$29.73	$ 8.52	$ 8.33	0.34	0.34	0.22	0.22	43.9	42.4	$ 5.40	$ 5.15	-3.6
REGION:													
Northeast	$35.11	$34.62	$10.03	$ 9.47	0.33	0.33	0.21	0.21	52.9	51.0	$ 7.78	$ 7.15	-3.8
Southeast	26.47	25.37	8.56	8.52	0.33	0.35	0.22	0.22	37.8	37.6	4.77	4.83	5.4
North Central	31.28	32.26	7.61	7.37	0.35	0.36	0.24	0.23	43.8	42.9	4.55	4.35	-4.8
South Central	25.39	28.50	8.08	8.20	0.34	0.34	0.23	0.23	40.8	38.3	4.78	4.57	-10.3
West	31.88	31.88	8.48	8.19	0.34	0.34	0.21	0.22	44.6	43.4	5.08	4.76	-2.6
AFFILIATION:													
Chain	$26.44	$26.86	$ 8.25	$ 8.13	0.33	0.34	0.22	0.22	43.3	41.9	$ 5.28	$ 5.06	-3.0
Independent	41.98	43.10	9.24	8.87	0.35	0.36	0.23	0.24	45.7	44.1	5.76	5.43	-5.1
LOCATION:													
Center City	$33.33	$34.68	$ 9.42	$ 9.24	0.32	0.33	0.21	0.21	48.7	46.3	$ 6.61	$ 6.17	-5.1
Suburban	26.56	27.83	7.55	7.39	0.35	0.36	0.24	0.23	42.6	41.1	4.62	4.41	-7.1
Highway	20.47	19.38	6.34	6.19	0.35	0.37	0.23	0.23	37.2	37.8	3.15	3.31	9.5
Airport	25.06	25.97	7.45	7.19	0.36	0.36	0.23	0.23	39.7	39.0	4.31	4.06	-7.5
Resort	37.55	37.12	9.87	9.51	0.34	0.35	0.22	0.22	38.7	37.7	5.45	5.21	-0.8
SIZE:													
Under 150 Rooms	$26.27	$26.60	$ 6.90	$ 6.61	0.38	0.39	0.24	0.24	38.5	38.4	$ 3.85	$ 3.71	-3.9
150 to 300 Rooms	23.35	24.11	7.00	6.78	0.36	0.36	0.24	0.23	41.7	40.5	4.18	4.00	-4.8
300 to 600 Rooms	32.18	33.20	8.71	8.54	0.33	0.33	0.22	0.22	45.7	44.5	5.66	5.42	-4.6
Over 600 Rooms	37.80	37.60	11.04	11.02	0.31	0.32	0.20	0.20	45.8	43.6	7.28	6.95	-0.4
TYPE:													
Hotel	$35.66	$36.75	$ 9.19	$ 8.98	0.33	0.34	0.22	0.22	45.1	43.3	$ 5.99	$ 5.63	-4.9
Motor Hotel	20.07	19.81	6.74	6.52	0.36	0.37	0.23	0.23	40.0	39.7	3.92	3.87	0.3

FOOD AND BEVERAGE REPORT - MARCH 1983 COMPARED WITH MARCH 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$27.95	$28.74	$ 8.27	$ 8.10	0.34	0.34	0.22	0.22	42.0	40.6	$ 5.04	$ 4.79	-4.3
REGION:													
Northeast	$32.30	$31.37	$ 9.48	$ 8.83	0.33	0.32	0.21	0.21	49.2	48.0	$ 6.86	$ 6 31	-1.8
Southeast	27.31	27.28	8.15	7.97	0.33	0.34	0.23	0.22	35.2	34.5	4.53	4.39	-0.8
North Central	30.30	30.97	8.09	7.95	0.36	0.37	0.23	0.23	42.5	42.4	4.67	4.69	-2.1
South Central	22.73	25.78	7.51	7.64	0.35	0.34	0.22	0.22	41.1	38.1	4.35	4.09	-11.1
West	30.11	30.80	8.42	8.36	0.33	0.33	0.22	0.22	44.4	41.9	4.80	4.56	-3.3
AFFILIATION:													
Chain	$25.34	$25.97	$ 8.00	$ 7.89	0.33	0.34	0.21	0.21	41.1	39.8	$ 4.90	$ 4.69	-3.6
Independent	40.64	42.26	9.03	8.67	0.35	0.35	0.24	0.24	45.1	42.9	5.49	5.10	-6.0
LOCATION:													
Center City	$31.94	$33.01	$ 9.33	$ 9.16	0.32	0.32	0.21	0.21	45.4	43.2	$ 6.10	$ 5.68	-5.0
Suburban	24.98	25.46	7.33	7.15	0.35	0.36	0.22	0.23	41.3	40.2	4.41	4.22	-4.8
Highway	20.29	20.09	6.09	6.04	0.36	0.37	0.24	0.23	37.2	37.3	3.00	3.15	6.3
Airport	22.66	23.33	7.31	7.22	0.36	0.37	0.22	0.23	39.1	39.5	4.16	4.18	-5.7
Resort	36.22	38.03	9.36	8.77	0.33	0.33	0.23	0.22	36.3	34.8	5.19	4.51	-8.8
SIZE:													
Under 150 Rooms	$25.69	$26.05	$ 6.91	$ 6.58	0.38	0.39	0.24	0.23	36.9	36.9	$ 3.70	$ 3.61	-3.4
150 to 300 Rooms	21.43	22.15	6.66	6.53	0.36	0.37	0.23	0.23	40.0	39.4	3.76	3.71	-2.6
300 to 600 Rooms	31.44	32.60	8.82	8.56	0.33	0.33	0.22	0.22	45.9	44.4	5.80	5.45	-6.9
Over 600 Rooms	37.17	37.96	10.85	10.71	0.31	0.31	0.20	0.20	42.2	39.7	6.74	6.18	-4.2
TYPE:													
Hotel	$33.35	$34.61	$ 9.01	$ 8.77	0.33	0.33	0.22	0.22	42.9	41.2	$ 5.66	$ 5.24	-6.1
Motor Hotel	19.69	19.77	6.57	6.45	0.37	0.37	0.23	0.23	39.2	38.6	3.71	3.72	0.4

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NATIONAL TREND OF BUSINESS

Lodging Industry

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APRIL 1983 COMPARED WITH APRIL 1982

OCCUPANCY DECLINES ONLY 1.9 PERCENT; TOTAL SALES INCREASE 2 PERCENT

April 1983 total occupancy of 67.3 percent was only 1.9 percent below the same month last year. When compared to the corresponding month of the previous year, this is the smallest monthly decline in total occupancy reported during the past twelve months. More importantly, it is the first major indication of demand rebounding in the lodging industry after a lengthy stagnation. Significant improvements were reported for properties in the Northeast, Southeast and North Central regions, but properties in the South Central and Western regions suffered declines partially due to torrential rain and flooding conditions which hampered travel. Positive gains were also reported in the center-city and over-600 room property segments.

An increase in room sales of 1.7 percent combined with an increase in food and beverage sales of nearly 3 percent and other revenues of 1.9 percent pushed total sales up a healthy 2.0 percent over April 1982. Properties experiencing the largest increases in sales were those located in the Northeast region of the country and those that contained 600 or more rooms. In comparison to April 1982 total food and beverage costs, as a percent of sales, remained relatively unchanged for the properties included in our sample. Food covers decreased negligibly, while total average receipt per cover rose $.59 from last year's level.

For the twelve-months ended April 1983, the occupancy rate was 64.2 percent, a decline of 4.2 percent, when compared to the same time frame of the previous year. Again, this was a slightly lower rate of decline in occupancy than reported last month. As of this month we have reported 40 consecutive months of declines in occupancy levels. During the next few months we anticipate this trend will be broken and that the summer months will generate healthy increases in occupancies and revenues.

		Projections	Actual Last Year
June	1983	68-70%	70.6%
July	1983	68-70%	69.1%
August	1983	69-71%	69.2%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	63.5%	– 1.2%
AFFILIATION:		
Chain	60.4	– 7.9
Independent	62.2	2.8
AREA:		
Northeast	70.6	6.0
Southeast	66.8	– 1.4
North Central	61.0	5.3
South Central	58.8	– 1.8
West	62.7	– 3.3
LOCATION:		
Center City	62.0	– 1.1
Suburban	61.9	– 2.2
Highway	64.9	– 3.9
Airport	64.7	– 6.2
Resort	72.1	13.0
SIZE:		
Under 150 rooms	63.5	– 1.3
150 to 299 rooms	63.0	– 3.0
300 to 600 rooms	60.3	– 0.9
Over 600 rooms	68.6	2.2
TYPE:		
Hotel	62.6	– 2.0
MotorHotel	65.4	– 3.3
Budget	60.7	– 0.6

*FROM PREVIOUS MONTH

Randeli A. Smith, Associate Director
Christine Bodnar, Research Associate
Research and Development

YEAR TO DATE TREND REPORT - AS OF APRIL 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	0.7	1.4	-0.9	1.7	64.0	-2.1	51.2	6.0	$ 51.38	2.8	$ 78.19	2.1
REGION:												
Northeast	3.9	3.4	3.9	8.9	62.3	-	37.1	10.1	$ 65.75	4.2	$103.80	4.7
Southeast	9.5	12.3	3.5	5.6	76.6	7.9	87.6	6.6	55.69	1.3	81.92	-1.3
North Central	0.3	1.4	-1.8	1.7	54.3	-1.3	35.3	-1.7	38.49	2.8	62.69	1.6
South Central	-11.4	-12.1	-9.8	-10.7	60.6	-12.7	38.2	-0.3	48.23	-0.2	72.11	0.7
West	3.5	4.5	1.0	6.7	67.2	-2.2	51.0	-0.6	49.45	5.8	73.52	4.7
AFFILIATION:												
Chain	0.9	1.3	-0.5	3.7	64.6	-2.7	48.6	7.5	$ 49.95	2.8	$ 74.50	2.4
Independent	0.1	1.6	-1.9	-3.6	61.4	-0.5	61.3	2.2	57.17	2.6	93.20	1.1
LOCATION:												
Center City	-1.2	-0.8	-2.5	3.2	60.1	-2.9	41.4	5.1	$ 62.09	2.0	$ 97.32	1.7
Suburban	-4.5	-5.3	-2.9	-4.8	61.1	-6.7	38.3	1.9	44.84	0.7	69.81	1.6
Highway	7.9	8.6	5.5	9.1	65.3	0.3	61.5	12.0	35.99	6.2	48.90	5.5
Airport	-2.8	-2.9	-2.9	0.3	68.6	-4.7	31.4	-4.0	47.01	1.3	72.24	1.4
Resort	5.1	7.6	1.2	0.2	71.0	2.7	95.8	3.2	69.09	3.9	107.70	1.5
SIZE:												
Under 150 Rooms	0.7	1.1	-0.4	-	61.7	-3.9	54.8	3.2	$ 35.25	5.2	$ 47.05	4.8
150 to 300 Rooms	-1.3	-0.6	-2.5	-3.0	64.8	-2.6	47.9	5.5	45.95	1.9	69.60	1.3
300 to 600 Rooms	-2.0	-1.8	-2.7	1.8	62.4	-3.9	51.6	2.8	59.99	0.7	95.80	0.5
Over 600 Rooms	5.3	6.7	2.2	6.2	67.1	2.6	52.7	13.8	71.94	1.5	113.67	0.1
TYPE:												
Hotel	-0.6	-	-1.9	0.9	63.4	-3.2	46.1	3.8	$ 64.10	2.6	$104.32	2.0
Motor Hotel	3.7	4.2	2.0	5.8	66.2	-0.9	58.3	9.4	42.38	3.4	59.35	2.9
*Economy	0.5	0.7	12.3	-22.1	58.6	-2.7	49.2	-1.0	25.80	4.7	27.16	4.5

- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF APRIL 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.39	$30.66	$ 8.52	$ 8.25	0.34	0.34	0.22	0.22	43.0	42.0	$ 5.28	$ 5.06	-3.0
REGION:													
Northeast	$36.03	$34.69	$ 9.84	$ 9.23	0.33	0.33	0.21	0.21	50.0	49.3	$ 7.28	$ 6.79	-2.1
Southeast	27.72	26.78	8.50	8.36	0.34	0.35	0.22	0.22	37.5	37.4	4.67	4.72	4.2
North Central	32.30	32.90	7.55	7.31	0.35	0.36	0.23	0.23	42.9	42.5	4.39	4.25	-3.7
South Central	26.40	29.25	8.20	8.18	0.34	0.34	0.22	0.23	40.5	38.3	4.79	4.56	-9.7
West	33.25	32.93	8.57	8.21	0.34	0.34	0.21	0.22	44.4	43.5	5.05	4.74	-1.7
AFFILIATION:													
Chain	$27.46	$27.61	$ 8.25	$ 8.04	0.33	0.34	0.22	0.22	42.4	41.5	$ 5.16	$ 4.96	-2.5
Independent	42.97	43.80	9.21	8.81	0.35	0.36	0.23	0.23	44.8	43.7	5.61	5.32	-4.1
LOCATION:													
Center City	$34.12	$35.01	$ 9.36	$ 9.08	0.32	0.33	0.21	0.21	47.7	45.9	$ 6.44	$ 6.03	-4.3
Suburban	28.03	28.86	7.70	7.49	0.35	0.36	0.23	0.23	41.4	40.4	4.59	4.40	-5.9
Highway	21.14	20.03	6.28	6.12	0.36	0.37	0.23	0.23	36.4	37.1	3.06	3.17	9.4
Airport	25.63	26.38	7.50	7.22	0.35	0.36	0.23	0.23	39.7	39.3	4.29	4.10	-6.5
Resort	39.97	39.51	9.81	9.31	0.34	0.34	0.21	0.22	38.1	37.6	5.31	5.08	-1.7
SIZE:													
Under 150 Rooms	$27.16	$27.28	$ 6.90	$ 6.58	0.38	0.39	0.24	0.24	37.7	38.1	$ 3.76	$ 3.66	-3.1
150 to 300 Rooms	24.50	25.11	7.03	6.80	0.36	0.36	0.23	0.23	40.9	40.1	4.11	3.97	-4.5
300 to 600 Rooms	32.98	33.91	8.66	8.46	0.33	0.33	0.22	0.22	44.8	44.0	5.47	5.28	-4.0
Over 600 Rooms	38.93	38.08	10.99	10.74	0.31	0.32	0.20	0.20	44.7	43.1	7.04	6.70	0.4
TYPE:													
Hotel	$36.97	$37.70	$ 9.20	$ 8.88	0.33	0.34	0.22	0.22	44.2	42.8	$ 5.85	$ 5.51	-4.4
Motor Hotel	20.83	20.42	6.72	6.49	0.36	0.37	0.23	0.23	39.1	39.3	3.82	3.80	1.3

FOOD AND BEVERAGE REPORT - APRIL 1983 COMPARED WITH APRIL 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$34.02	$33.11	$ 8.61	$ 8.02	0.34	0.34	0.21	0.22	40.0	40.7	$ 4.90	$ 4.79	-0.2
REGION:													
Northeast	$39.03	$34.55	$ 9.56	$ 8.60	0.31	0.33	0.20	0.21	43.2	45.7	$ 6.18	$ 6.05	4.8
Southeast	32.30	32.02	8.26	7.82	0.35	0.35	0.21	0.21	36.3	36.8	4.32	4.34	0.3
North Central	34.41	32.82	7.15	6.85	0.36	0.36	0.21	0.22	39.4	42.6	3.45	3.76	4.2
South Central	29.36	31.29	8.59	8.12	0.34	0.34	0.22	0.22	39.8	38.6	4.84	4.52	-7.8
West	40.39	38.27	9.01	8.32	0.34	0.35	0.22	0.22	42.9	44.4	4.80	4.62	2.7
AFFILIATION:													
Chain	$30.71	$29.68	$ 8.34	$ 7.73	0.33	0.34	0.21	0.21	39.3	40.1	$ 4.83	$ 4.71	-
Independent	45.08	44.55	9.13	8.59	0.35	0.35	0.22	0.22	41.6	42.3	5.06	4.97	-0.5
LOCATION:													
Center City	$36.75	$35.46	$ 9.36	$ 8.59	0.32	0.33	0.20	0.21	43.5	44.3	$ 5.88	$ 5.66	0.2
Suburban	31.51	30.63	8.29	7.84	0.34	0.35	0.23	0.23	38.8	39.3	4.70	4.56	-2.6
Highway	23.21	22.02	6.11	5.89	0.36	0.36	0.22	0.23	34.0	34.9	2.76	2.72	9.9
Airport	25.64	25.79	7.53	7.17	0.36	0.37	0.23	0.23	39.9	41.3	4.05	4.31	-0.5
Resort	47.07	46.55	9.63	8.76	0.34	0.34	0.20	0.21	36.9	37.3	4.93	4.73	-3.9
SIZE:													
Under 150 Rooms	$29.18	$28.36	$ 6.89	$ 6.37	0.39	0.40	0.23	0.24	34.4	37.0	$ 3.32	$ 3.42	0.5
150 to 300 Rooms	27.56	27.65	7.11	6.82	0.36	0.36	0.23	0.23	37.9	39.1	3.88	3.94	-3.4
300 to 600 Rooms	35.46	35.81	8.41	8.13	0.33	0.34	0.22	0.22	41.7	42.2	4.85	4.79	-0.9
Over 600 Rooms	42.49	39.36	10.97	9.87	0.31	0.31	0.19	0.19	41.2	41.5	6.28	5.94	4.1
TYPE:													
Hotel	$40.99	$40.14	$ 9.33	$ 8.62	0.33	0.33	0.21	0.21	40.9	41.3	$ 5.43	$ 5.18	-1.9
Motor Hotel	22.69	21.69	6.58	6.24	0.37	0.38	0.22	0.22	36.8	38.6	3.51	3.64	5.2

TWELVE MONTH TREND REPORT - AS OF APRIL 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	0.6	1.1	-0.8	2.5	64.2	-4.2	52.9	2.7	$ 49.07	4.9	$ 73.24	4.3
REGION:												
Northeast	2.9	2.5	3.0	8.8	67.3	-3.2	40.3	2.8	$ 67.78	6.1	$102.40	6.5
Southeast	5.5	7.1	2.1	7.3	66.2	1.8	88.7	3.9	50.80	3.2	76.50	1.7
North Central	-0.7	0.6	-3.4	-0.4	59.7	-3.2	41.8	2.0	36.13	4.6	54.64	3.2
South Central	-6.4	-6.3	-6.3	-9.5	62.3	-10.2	42.1	-0.9	46.91	3.7	68.75	3.6
West	2.9	4.0	0.4	6.2	68.6	-3.9	56.9	-2.4	47.33	6.7	69.19	5.6
AFFILIATION:												
Chain	0.8	1.2	-0.5	4.2	65.2	-4.3	50.2	3.3	$ 47.92	4.7	$ 69.99	4.3
Independent	-0.1	0.9	-1.6	-1.8	60.3	-4.0	62.6	1.3	53.79	5.8	86.58	4.8
LOCATION:												
Center City	-0.2	0.1	-1.5	3.9	61.9	-4.2	43.0	1.7	$ 62.83	4.6	$ 95.07	4.3
Suburban	-2.6	-2.6	-2.6	-2.4	63.4	-6.9	43.1	-	43.30	4.2	65.76	4.1
Highway	4.9	5.4	2.9	8.8	66.0	-2.7	63.4	5.5	32.80	6.9	43.22	6.4
Airport	-2.5	-2.3	-2.9	-1.8	66.8	-5.5	33.5	-3.5	46.14	3.7	69.90	3.5
Resort	4.1	5.8	1.5	1.5	69.2	-1.4	96.7	2.3	61.16	5.8	97.74	4.1
SIZE:												
Under 150 Rooms	0.9	1.4	-0.5	-0.3	65.3	-5.1	57.8	0.9	$ 32.71	6.8	$ 42.35	6.4
150 to 300 Rooms	-1.4	-0.8	-2.4	-3.0	63.3	-4.7	48.8	2.7	44.68	3.8	67.85	3.2
300 to 600 Rooms	-1.1	-0.5	-2.5	1.9	62.5	-5.4	54.4	1.3	57.74	4.0	90.13	3.4
Over 600 Rooms	4.3	4.8	2.6	7.7	66.0	-0.6	52.7	6.2	71.74	3.7	110.16	3.1
TYPE:												
Hotel	-0.1	0.4	-1.2	1.8	63.3	-4.2	48.0	1.5	$ 62.13	4.5	$ 98.83	4.1
Motor Hotel	1.7	2.3	-	5.4	64.8	-3.7	59.7	4.7	41.36	5.1	58.12	4.5
*Economy	2.5	2.5	9.5	-7.9	65.7	-4.8	52.0	-1.7	24.66	7.9	25.44	7.9

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF APRIL 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.93	$30.17	$ 8.53	$ 8.13	0.34	0.34	0.22	0.22	42.9	41.8	$ 5.48	$ 5.17	-5.0
REGION:													
Northeast	$35.28	$34.26	$10.20	$ 9.52	0.32	0.32	0.20	0.21	47.0	46.4	$ 7.27	$ 6.75	-2.9
Southeast	28.15	27.56	8.47	8.12	0.34	0.35	0.22	0.22	39.8	39.5	5.12	4.98	-2.0
North Central	30.22	31.26	7.25	7.05	0.35	0.36	0.23	0.23	42.1	41.8	4.24	4.18	-5.1
South Central	25.21	26.90	8.03	7.82	0.35	0.35	0.22	0.22	40.5	37.8	4.87	4.51	-9.0
West	32.85	32.72	8.73	8.19	0.34	0.34	0.22	0.22	43.6	42.8	5.47	5.03	-5.1
AFFILIATION:													
Chain	$27.24	$27.39	$ 8.36	$ 7.98	0.33	0.34	0.21	0.22	42.3	41.3	$ 5.45	$ 5.16	-4.8
Independent	41.27	41.93	8.94	8.49	0.35	0.36	0.23	0.23	44.5	43.1	5.56	5.20	-5.5
LOCATION:													
Center City	$33.37	$33.87	$ 9.58	$ 9.13	0.32	0.32	0.21	0.21	46.5	45.0	$ 6.59	$ 6.12	-5.4
Suburban	27.31	28.05	7.55	7.24	0.36	0.36	0.23	0.23	40.8	39.3	4.63	4.34	-7.4
Highway	21.02	20.43	6.33	6.01	0.37	0.37	0.23	0.23	36.7	37.3	3.21	3.26	2.0
Airport	25.42	26.17	7.36	7.14	0.35	0.36	0.22	0.22	40.0	39.1	4.44	4.32	-6.5
Resort	39.28	38.70	9.29	8.67	0.34	0.35	0.22	0.22	39.4	38.9	5.34	4.97	-4.2
SIZE:													
Under 150 Rooms	$26.70	$26.85	$ 6.70	$ 6.36	0.39	0.39	0.24	0.25	37.6	37.7	$ 3.72	$ 3.60	-4.8
150 to 300 Rooms	25.30	25.92	7.17	6.88	0.36	0.36	0.23	0.23	41.4	40.4	4.32	4.16	-6.2
300 to 600 Rooms	31.51	32.32	8.58	8.22	0.33	0.34	0.22	0.22	44.9	43.3	5.55	5.17	-5.8
Over 600 Rooms	37.96	36.99	11.03	10.49	0.31	0.31	0.19	0.20	43.7	42.7	7.19	6.76	-2.5
TYPE:													
Hotel	$35.68	$36.10	$ 9.24	$ 8.79	0.33	0.33	0.21	0.22	43.9	42.5	$ 5.98	$ 5.56	-5.7
Motor Hotel	21.61	21.62	6.68	6.38	0.37	0.37	0.23	0.23	39.5	39.3	4.03	3.93	-2.9

TREND REPORT APRIL 1983 COMPARED WITH APRIL 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	2.0	1.7	2.8	1.9	67.3	-1.9	57.9	2.5	$ 52.09	3.1	$ 79.94	3.4
REGION:												
Northeast	10.5	9.2	13.0	11.1	71.4	5.3	42.1	4.2	$ 67.63	5.6	$106.61	6.8
Southeast	5.1	6.7	0.9	8.6	76.8	2.4	102.7	1.3	56.97	1.0	86.75	-0.5
North Central	7.8	8.9	4.9	16.1	62.6	3.1	39.0	-1.0	36.53	5.6	56.93	4.6
South Central	-10.3	-11.7	-6.2	-14.3	61.0	-12.4	41.2	2.0	49.99	-	76.06	1.5
West	4.8	4.4	5.6	4.6	66.2	-1.6	57.8	-7.2	44.51	5.9	66.21	6.3
AFFILIATION:												
Chain	1.9	1.2	3.5	1.5	67.8	-2.9	55.0	4.4	$ 50.15	3.1	$ 75.11	3.7
Independent	2.4	3.0	1.2	2.8	65.4	1.1	67.5	-3.2	58.80	2.9	96.66	2.3
LOCATION:												
Center City	3.6	3.7	3.6	3.0	66.5	1.2	44.9	-	$ 63.90	3.4	$ 99.78	3.3
Suburban	-2.6	-5.1	2.9	-4.4	64.2	-5.4	44.1	3.3	46.57	-	73.63	2.6
Highway	5.9	6.4	5.4	1.0	67.7	-1.5	71.0	5.8	34.75	5.8	47.15	5.4
Airport	-3.7	-5.3	-0.6	2.6	67.9	-6.6	31.7	-1.9	45.99	0.3	69.95	2.0
Resort	1.6	1.7	1.1	3.9	71.3	-2.2	102.3	0.5	71.28	3.3	115.88	3.3
SIZE:												
Under 150 Rooms	-	-0.8	2.9	2.2	64.9	-4.7	59.6	0.3	$ 33.96	3.8	$ 44.11	4.7
150 to 300 Rooms	-2.0	-2.5	-0.3	-6.0	66.0	-3.6	52.0	-	45.87	1.1	70.80	1.6
300 to 600 Rooms	-1.2	-1.9	-1.0	6.9	64.9	-3.6	62.5	-2.2	62.53	1.1	101.88	1.8
Over 600 Rooms	8.6	9.4	8.0	4.7	74.4	5.4	60.4	11.2	74.41	2.0	119.04	1.3
TYPE:												
Hotel	1.8	1.6	2.1	0.9	67.5	-1.6	50.4	0.4	$ 67.24	3.0	$111.41	3.2
Motor Hotel	3.0	2.4	4.6	4.7	68.6	-1.7	68.5	5.1	43.49	2.2	61.12	2.8
*Economy	-1.1	-1.4	15.8	-0.7	63.2	-3.8	50.8	-4.9	24.56	4.5	25.54	4.9

* Economy data is based on a sample of properties taken from the National Trend of Business in the Economy Lodging Industry

\- NO CHANGE

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Lodging Industry

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MAY 1983 COMPARED WITH MAY 1982

OCCUPANCY DECLINES LESS THAN 1 PERCENT; TOTAL SALES INCREASE OVER 2 PERCENT

May results indicate that the downward trend in occupancy is nearing a reversal after the very long recession. The decline of less than 1 percent over May of last year is the lowest decline in occupancy reported in over a year. A major factor influencing the expected turnaround is the resurgent consumer demand for available hotel rooms. Southeast and Northwest properties raised their occupancy levels by 12.9 and 3.5 percent respectively. The Southwest benefited from good weather and bountiful tourist demand and Northeast properties gained occupancy from summer weekend travelers and vacationers. Unfortunately, hoteliers in the South Central region of the country continue to be plagued by low occupancies due to the economy, decrease in travel from Mexico and increased room supply.

Room sales per occupied room rose 3.4 percent over May of 1982 to $48.89, however this is $3.20 less than the amount reported last month. Data from this month's sample suggests that management may be discounting room rates to increase occupancy levels. Food and beverage sales as well as other sales remained relatively unchanged, and coupled with a 3.6 percent increase in room sales led to a total sales increase of 2.1 percent for May 1983 when compared to May 1982. Food covers decreased 3 percent while average receipt per cover rose $.26 over last year's level.

For the five months ended May 1983, total occupancy reported was 64.5 percent. The decrease of less than 2 percent from the same 5-month period a year ago is the smallest decline reported since January. We hope to see increases in occupancy levels and revenues in the forthcoming months.

	Projections	Actual Last Year
July 1983	68-70%	69.1%
August 1983	69-71%	69.2%
September 1983	64-66%	63.3%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	65.2%	2.6%
AFFILIATION:		
Chain	69.1	14.4
Independent	62.2	–
AREA:		
Northeast	72.1	2.1
Southeast	73.7	10.3
North Central	61.7	1.1
South Central	59.4	1.0
West	66.7	4.7
LOCATION:		
Center City	63.5	2.4
Suburban	63.5	2.5
Highway	66.4	2.3
Airport	70.1	8.3
Resort	70.6	– 2.0
SIZE:		
Under 150 rooms	66.3	4.4
150 to 299 rooms	64.5	2.3
300 to 600 rooms	61.7	2.3
Over 600 rooms	68.5	– 0.1
TYPE:		
Hotel	64.3	2.7
Motor Hotel	69.7	6.5
Economy	68.2	12.3

*FROM PREVIOUS MONTH

– NO CHANGE

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TREND REPORT MAY 1983 COMPARED WITH MAY 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	2.1	3.6	-0.9	0.8	66.4	-0.6	53.3	6.8	$ 48.89	3.4	$ 74.00	1.9
REGION:												
Northeast	7.1	7.6	5.9	9.1	74.2	3.5	37.1	3.6	$ 70.76	5.8	$111.96	5.3
Southeast	15.0	22.0	1.8	13.3	70.1	12.9	96.0	4.9	47.15	4.7	72.01	-1.3
North Central	5.2	6.5	3.1	-3.0	63.0	1.4	42.4	-1.2	35.24	4.8	51.54	3.5
South Central	-13.1	-13.3	-12.2	-16.1	61.1	-12.7	40.6	3.3	47.22	-1.8	70.20	-1.6
West	3.8	5.7	-0.1	3.3	67.6	-1.2	50.9	3.5	47.11	6.1	69.62	4.3
AFFILIATION:												
Chain	2.0	3.3	-0.9	0.7	66.9	-1.2	51.2	7.8	$ 46.89	3.2	$ 68.77	1.9
Independent	2.5	4.7	-0.9	1.0	64.4	1.6	60.6	3.4	57.35	3.8	96.08	1.7
LOCATION:												
Center City	-0.5	0.4	-2.3	-1.7	65.3	-1.8	40.7	1.2	$ 64.01	2.8	$ 99.20	1.9
Suburban	-2.9	-2.7	-2.9	-6.5	66.0	-3.8	43.7	9.2	45.47	0.2	69.88	-
Highway	9.5	10.3	7.4	8.0	66.3	1.1	63.8	8.5	33.74	7.2	45.37	6.5
Airport	0.8	1.2	0.2	-1.6	67.9	-0.7	31.8	6.7	45.78	1.1	68.95	0.7
Resort	6.5	11.8	-2.1	6.6	68.9	2.8	93.5	4.0	58.60	7.2	95.75	2.2
SIZE:												
Under 150 Rooms	1.4	1.2	1.3	7.2	65.0	-3.7	56.3	1.4	$ 32.20	4.9	$ 41.62	5.0
150 to 300 Rooms	1.1	2.5	-0.9	-4.6	66.3	-	46.6	5.0	44.30	2.1	67.35	0.8
300 to 600 Rooms	-0.3	1.2	-3.3	2.1	63.7	-3.2	57.3	9.4	58.74	2.3	93.08	0.8
Over 600 Rooms	5.8	8.9	0.7	3.2	72.3	6.2	55.8	12.3	72.04	1.3	114.74	-1.5
TYPE:												
Hotel	0.3	2.0	-2.4	-0.9	66.4	-1.9	47.5	6.5	$ 62.94	3.2	$102.98	1.5
Motor Hotel	6.1	7.1	3.4	6.9	67.5	1.7	61.0	7.6	42.17	3.3	59.83	2.4
*Economy	0.8	1.0	-4.0	-27.2	64.0	-2.6	52.6	0.6	24.81	5.3	25.09	5.0

* Economy data is based on a sample of properties taken from the National Trend of Business in the Economy Lodging Industry.
\- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF MAY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.63	$30.87	$ 8.59	$ 8.32	0.34	0.34	0.22	0.22	42.6	41.8	$ 5.24	$ 5.03	-3.0
REGION:													
Northeast	$37.47	$35.87	$10.14	$ 9.43	0.32	0.33	0.21	0.21	40.9	48.1	$ 7.25	$ 6.77	-1.6
Southeast	27.74	26.84	8.61	8.48	0.34	0.35	0.22	0.22	37.7	37.8	4.76	4.81	3.1
North Central	32.13	32.44	7.49	7.23	0.35	0.36	0.23	0.23	41.7	41.4	4.23	4.09	-3.3
South Central	26.27	29.26	8.19	8.21	0.34	0.34	0.22	0.22	40.7	38.8	4.76	4.56	-9.8
West	33.41	33.13	8.69	8.34	0.34	0.34	0.21	0.21	44.2	43.3	5.09	4.79	-1.7
AFFILIATION:													
Chain	$27.63	$27.76	$ 8.29	$ 8.05	0.33	0.34	0.21	0.22	42.0	41.2	$ 5.10	$ 4.91	-2.7
Independent	43.35	44.07	9.35	8.78	0.35	0.35	0.23	0.23	44.4	43.4	5.61	5.35	-3.7
LOCATION:													
Center City	$34.49	$35.34	$ 9.45	$ 9.13	0.32	0.33	0.21	0.21	47.0	45.3	$ 6.35	$ 5.92	-4.6
Suburban	28.23	28.96	7.74	7.54	0.35	0.35	0.23	0.23	40.2	39.3	4.45	4.31	-5.2
Highway	21.55	20.34	6.38	6.18	0.36	0.36	0.23	0.23	36.6	37.3	3.10	3.21	9.3
Airport	26.04	26.52	7.56	7.26	0.35	0.36	0.23	0.23	39.7	40.1	4.33	4.23	-5.1
Resort	39.95	39.71	9.97	9.49	0.34	0.34	0.21	0.22	38.5	38.0	5.43	5.19	-2.8
SIZE:													
Under 150 Rooms	$27.67	$27.60	$ 6.96	$ 6.60	0.38	0.39	0.24	0.24	37.2	37.5	$ 3.64	$ 3.55	-3.0
150 to 300 Rooms	24.76	25.23	7.16	6.91	0.36	0.36	0.23	0.23	40.8	40.2	4.15	4.01	-3.9
300 to 600 Rooms	32.96	33.93	8.75	8.55	0.33	0.33	0.22	0.22	44.4	43.7	5.45	5.27	-4.4
Over 600 Rooms	39.34	38.58	11.02	10.75	0.31	0.31	0.19	0.20	44.2	42.7	6.96	6.62	-0.1
TYPE:													
Hotel	$37.12	$37.86	$ 9.28	$ 8.75	0.33	0.33	0.21	0.22	43.8	42.5	$ 5.82	$ 5.47	-4.7
Motor Hotel	21.19	20.67	6.82	6.56	0.36	0.37	0.23	0.23	38.9	39.3	3.81	3.84	1.9

FOOD AND BEVERAGE REPORT - MAY 1983 COMPARED WITH MAY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.64	$30.91	$ 8.92	$ 8.66	0.33	0.33	0.21	0.21	42.2	41.6	$ 5.28	$ 5.08	-3.0
REGION:													
Northeast	$40.95	$38.67	$10.97	$10.11	0.31	0.31	0.20	0.21	44.9	44.0	$ 7.02	$ 6.59	0.5
Southeast	26.50	26.02	8.56	8.66	0.35	0.35	0.22	0.22	41.1	41.5	5.13	5.17	-0.8
North Central	28.41	27.56	7.23	6.93	0.36	0.36	0.22	0.23	36.7	36.7	3.67	3.54	-0.0
South Central	25.60	29.16	8.20	8.36	0.34	0.34	0.22	0.22	41.7	40.6	4.64	4.58	-9.9
West	33.63	33.65	9.08	8.79	0.33	0.33	0.21	0.21	43.7	42.7	5.22	4.93	-1.9
AFFILIATION:													
Chain	$26.92	$27.15	$ 8.45	$ 8.20	0.33	0.33	0.21	0.21	41.6	41.0	$ 5.07	$ 4.85	-3.4
Independent	45.84	46.25	9.97	9.70	0.34	0.34	0.22	0.23	43.9	42.9	5.73	5.52	-2.1
LOCATION:													
Center City	$35.58	$36.41	$ 9.90	$ 9.46	0.31	0.31	0.20	0.21	46.2	44.4	$ 6.37	$ 5.85	-5.5
Suburban	27.21	28.03	7.90	7.78	0.35	0.35	0.22	0.22	37.3	36.9	4.16	4.17	-3.7
Highway	22.43	20.89	6.55	6.32	0.36	0.36	0.23	0.23	37.4	38.2	3.24	3.30	9.9
Airport	24.41	24.35	7.51	7.33	0.36	0.36	0.22	0.21	40.9	43.3	4.48	4.76	0.8
Resort	39.39	40.22	10.72	10.28	0.34	0.34	0.21	0.21	40.1	39.8	5.97	5.60	-7.7
SIZE:													
Under 150 Rooms	$28.24	$27.88	$ 6.91	$ 6.64	0.38	0.38	0.25	0.24	36.2	36.0	$ 3.35	$ 3.28	-2.5
150 to 300 Rooms	24.50	24.72	7.73	7.40	0.36	0.36	0.23	0.23	41.6	41.0	4.49	4.30	-3.1
300 to 600 Rooms	31.87	32.97	9.11	8.95	0.33	0.33	0.22	0.22	42.7	42.9	5.39	5.34	-4.4
Over 600 Rooms	41.12	40.83	11.21	10.97	0.30	0.30	0.18	0.19	44.0	42.4	6.95	6.53	-1.7
TYPE:													
Hotel	$37.22	$38.13	$ 9.74	$ 9.41	0.33	0.32	0.21	0.21	43.6	42.2	$ 5.93	$ 5.52	-5.8
Motor Hotel	21.15	20.46	7.05	6.78	0.36	0.37	0.23	0.23	38.3	39.6	3.83	3.97	4.0

YEAR TO DATE TREND REPORT - AS OF MAY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	1.1	1.9	-0.8	1.5	64.5	-1.8	51.3	5.8	$ 50.49	3.0	$ 76.90	2.2
REGION:												
Northeast	4.5	4.3	4.5	7.7	64.4	0.5	36.4	10.0	$ 67.34	4.7	$106.39	4.9
Southeast	10.3	13.7	3.3	7.5	75.5	8.6	87.5	5.8	54.26	1.9	80.59	-1.2
North Central	1.2	2.3	-0.9	1.3	56.4	-0.5	36.7	-2.7	37.96	3.0	60.99	1.9
South Central	-11.7	-12.3	-10.2	-11.9	60.7	-12.7	38.7	0.5	47.83	-0.5	71.41	0.2
West	3.5	4.7	0.8	5.9	67.5	-2.2	51.0	0.2	47.83	6.1	70.69	4.9
AFFILIATION:												
Chain	1.2	1.8	-0.5	3.3	65.1	-2.4	48.9	7.2	$ 48.88	3.0	$ 72.84	2.4
Independent	0.7	2.3	-1.6	-3.3	62.0	-	60.5	2.0	57.17	2.9	93.68	1.2
LOCATION:												
Center City	-0.9	-0.4	-2.4	2.1	61.2	-2.5	44.4	4.0	$ 62.35	2.2	$ 97.75	1.7
Suburban	-3.9	-4.5	-2.5	-5.3	62.1	-3.9	39.6	3.4	45.01	0.7	70.21	1.3
Highway	8.1	8.8	6.0	8.9	65.2	0.2	61.7	11.0	34.95	6.5	47.29	5.9
Airport	-1.6	-1.6	-1.8	0.8	68.6	-3.4	31.5	-3.4	46.87	1.3	72.52	1.3
Resort	5.4	8.3	0.6	1.4	70.9	2.3	95.3	3.4	66.08	4.8	103.50	2.1
SIZE:												
Under 150 Rooms	1.0	1.2	0.3	1.2	62.3	-4.0	54.9	2.6	$ 34.04	5.3	$ 45.03	5.0
150 to 300 Rooms	-0.7	-	-1.9	-2.9	65.1	-2.0	47.4	4.9	45.52	1.9	69.34	1.1
300 to 600 Rooms	-1.5	-1.1	-2.9	1.9	63.1	-3.5	52.2	3.4	59.13	1.1	94.38	0.6
Over 600 Rooms	5.4	7.2	2.0	5.3	67.9	3.2	53.0	13.0	71.84	1.7	113.82	-
TYPE:												
Hotel	-0.3	0.5	-1.9	0.5	64.0	-2.7	46.1	4.1	$ 63.75	2.7	$104.03	1.8
Motor Hotel	4.2	4.8	2.5	5.9	66.5	-0.4	58.4	8.6	42.29	3.4	59.69	2.9
Economy	0.8	1.0	10.8	-22.3	60.3	-2.9	50.3	-0.6	24.95	5.3	25.90	5.1

- NO CHANGE

TWELVE MONTH TREND REPORT - AS OF MAY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	0.8	1.4	-0.7	2.6	64.2	-3.7	52.8	3.5	$ 49.07	4.6	$ 73.60	4.0
REGION:												
Northeast	3.1	2.8	3.2	7.9	67.3	-2.6	39.9	3.9	$ 68.79	5.9	$104.39	6.3
Southeast	7.4	9.4	3.1	9.9	67.4	4.3	86.6	4.0	51.03	3.0	77.36	1.2
North Central	-0.3	1.0	-2.8	-0.4	59.6	-2.8	41.7	1.5	36.34	4.4	55.27	3.1
South Central	-7.8	-7.8	-7.4	-10.4	61.6	-11.0	42.0	-	46.71	2.7	68.76	2.8
West	2.8	3.9	0.4	5.8	68.7	-3.9	55.9	-1.9	46.89	6.8	68.68	5.7
AFFILIATION:												
Chain	0.9	1.4	-0.4	4.5	65.2	-3.8	50.1	4.2	$ 47.78	4.4	$ 70.09	4.0
Independent	0.2	1.4	-1.6	-1.8	60.4	-3.2	62.4	1.6	54.42	5.4	88.13	4.2
LOCATION:												
Center City	-0.3	0.1	-1.7	3.9	61.8	-3.9	43.0	2.1	$ 62.86	4.3	$ 95.90	3.8
Suburban	-2.7	-2.8	-2.5	-2.7	63.2	-6.6	43.0	1.2	43.65	3.5	66.74	3.6
Highway	5.6	6.0	3.9	8.9	66.0	-2.1	63.4	6.7	32.84	6.9	43.41	6.4
Airport	-2.2	-2.1	-2.4	-0.8	67.1	-4.8	32.8	-3.5	46.26	3.2	70.52	3.1
Resort	4.8	6.8	1.6	2.1	66.1	-0.5	96.9	2.3	60.59	5.9	96.49	3.9
SIZE:												
Under 150 Rooms	0.8	1.1	-0.1	0.5	65.0	-5.0	57.5	0.9	$ 32.61	6.5	$ 42.32	6.2
150 to 300 Rooms	-1.2	-0.6	-2.3	-2.9	63.5	-4.1	48.2	3.7	44.64	3.3	67.92	2.7
300 to 600 Rooms	-1.1	-0.5	-2.7	1.9	62.5	-5.0	54.6	2.2	57.40	3.6	89.93	2.9
Over 600 Rooms	4.5	5.3	2.4	7.0	66.2	0.3	53.2	7.3	71.75	3.3	111.03	2.5
TYPE:												
Hotel	-0.1	0.4	-1.4	1.5	63.2	-4.0	47.8	2.4	$ 62.32	4.2	$ 99.75	3.6
Motor Hotel	2.2	2.8	0.7	5.4	65.0	-3.0	59.6	5.5	41.47	4.7	58.48	4.2
Economy	2.3	2.3	10.9	-8.8	65.6	-4.5	52.1	-1.1	24.48	7.6	25.21	7.6

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF MAY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.07	$30.28	$ 8.59	$ 8.22	0.34	0.34	0.22	0.22	42.6	41.7	$ 5.43	$ 5.14	-4.7
REGION:													
Northeast	$35.82	$34.69	$10.35	$ 9.65	0.32	0.32	0.20	0.21	46.9	46.3	$ 7.29	$ 6.77	-2.7
Southeast	28.25	27.39	8.58	8.28	0.34	0.35	0.22	0.22	39.2	39.3	5.12	5.01	-0.8
North Central	30.34	31.20	7.27	7.06	0.35	0.36	0.22	0.23	41.5	41.2	4.16	4.09	-4.9
South Central	25.27	27.29	8.02	7.90	0.35	0.35	0.22	0.22	40.6	38.2	4.84	4.51	-9.4
West	33.18	33.05	8.81	8.28	0.34	0.34	0.22	0.22	43.7	42.8	5.43	5.02	-4.6
AFFILIATION:													
Chain	$27.33	$27.44	$ 8.40	$ 8.05	0.33	0.34	0.21	0.21	42.0	41.2	$ 5.37	$ 5.10	-4.5
Independent	41.65	42.30	9.05	8.62	0.35	0.36	0.23	0.23	44.3	43.1	5.58	5.23	-5.1
LOCATION:													
Center City	$33.66	$34.23	$ 9.63	$ 9.19	0.32	0.32	0.20	0.21	46.1	44.6	$ 6.51	$ 6.04	-5.6
Suburban	27.38	28.07	7.59	7.33	0.36	0.36	0.23	0.23	40.1	38.9	4.53	4.29	-6.8
Highway	21.10	20.32	6.37	6.08	0.36	0.37	0.23	0.23	36.8	37.4	3.22	3.28	3.7
Airport	25.63	26.27	7.43	7.21	0.35	0.36	0.22	0.22	39.9	39.7	4.44	4.38	-5.8
Resort	39.32	38.72	9.44	8.84	0.35	0.35	0.22	0.22	39.5	39.0	5.42	5.04	-4.0
SIZE:													
Under 150 Rooms	$26.92	$26.96	$ 6.76	$ 6.41	0.39	0.39	0.24	0.25	37.3	37.4	$ 3.65	$ 3.54	-4.5
150 to 300 Rooms	25.16	25.74	7.21	6.94	0.36	0.36	0.23	0.23	41.3	40.5	4.31	4.16	-5.8
300 to 600 Rooms	31.67	32.54	8.61	8.31	0.33	0.34	0.22	0.22	44.6	43.2	5.53	5.18	-5.6
Over 600 Rooms	38.20	37.30	11.07	10.58	0.31	0.31	0.19	0.20	43.5	42.5	7.13	6.70	-2.2
TYPE:													
Hotel	$35.87	$36.37	$ 9.28	$ 8.85	0.33	0.33	0.21	0.22	43.7	42.4	$ 5.94	$ 5.53	-5.8
Motor Hotel	21.54	21.40	6.76	6.48	0.37	0.37	0.23	0.23	39.3	39.3	3.99	3.93	-1.6

B5050-4 10/6/83

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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JUNE 1983 COMPARED WITH JUNE 1982

OCCUPANCY REMAINS CONSTANT;
TOTAL SALES INCREASE 0.4 PERCENT

Nationally, the occupancy rate in June was 70.1 percent, down only 0.1 percent from June of the previous year. Properties in every region, except those located in the South Central U.S., reported considerable improvement in occupancy levels. Contributing factors to this growth were the upsurge in demand created by the long-awaited return of consumer spending coupled with the beginning of summer vacation traffic. This was most evident for highway properties which attained the highest occupancy percent of any of the location categories. Properties in the Southeast region of the U.S. as well as those with 600 or more rooms experienced the greatest increases in occupancy levels, rising 10.6 and 4.2 percent respectively.

Substantial increases in total revenues were achieved by properties in virtually every region and location. A 4.4 percent rise in room sales together with a 2.5 percent increase in food and beverage sales and a 6.7 percent jump in revenues from other sources combined to boost total sales 4 percent when compared to the same month last year. Increases in room sales per occupied room, which have been fairly moderate so far this year, rose during June by 3.8 percent, or slightly above the year-to-date results. The average receipt per cover also rose at a higher rate this month, climbing nearly 6 percent. This compares with a 3.9 percent increase for the first six months of the year.

On a year-to-date basis total occupancy was 65.4 percent or down 1.4 percent from the same period last year. This is the lowest percentage decline we have reported so far this year on a year-to-date basis. While June's occupancy rate was still below last year's levels, in statistical jargon this decline was 'statistically insignificant' or so small that the difference between the occupancy rate for June 1983 and June 1982 was negligible. Preliminary data for July 1983 suggests it will be the first month in nearly four years in which reported occupancies actually exceed year earlier levels. Currently we expect occupancies to stabilize for the remainder of the year achieving at most a 1.0 percent increase over 1982.

	Projections	Actual Last Year
August 1983	69-71%	69.2%
September 1983	64-66%	63.3%
October 1983	67-69%	67.5%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	64.7%	−0.7%
AFFILIATION:		
Chain	66.1	−4.3
Independent	64.2	3.2
AREA:		
Northeast	68.9	−4.4
Southeast	69.0	−6.3
North Central	61.2	−0.8
South Central	61.9	4.2
West	67.3	0.8
LOCATION:		
Center City	62.6	−1.4
Suburban	64.8	2.0
Highway	66.3	−0.1
Airport	67.2	−4.1
Resort	68.2	−3.3
SIZE:		
Under 150 rooms	65.6	−1.0
150 to 299 rooms	64.5	—
300 to 600 rooms	64.4	4.3
Over 600 rooms	67.0	−2.1
TYPE:		
Hotel	63.7	−.9
Motor Hotel	66.9	−4.0
Economy	64.7	−5.1

*FROM PREVIOUS MONTH
—NO CHANGE

Randell A. Smith, Associate Director
Christine Bodnar, Research Associate
Research and Development

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JULY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.84	$29.79	$ 8.46	$ 8.13	0.34	0.34	0.22	0.22	43.9	43.1	$ 5.29	$ 5.05	-2.6
REGION:													
Northeast	$36.07	$34.62	$10.23	$ 9.55	0.32	0.33	0.20	0.21	49.9	49.2	$ 7.39	$ 6.92	-1.7
Southeast	27.34	26.17	8.47	8.26	0.34	0.35	0.22	0.22	38.7	39.1	4.82	4.83	2.8
North Central	31.22	30.94	7.35	7.12	0.35	0.36	0.22	0.23	42.3	42.0	4.20	4.07	-1.3
South Central	25.28	28.14	7.90	7.87	0.34	0.34	0.22	0.22	42.1	39.9	4.78	4.50	-10.3
West	32.50	31.58	8.53	8.00	0.34	0.34	0.21	0.22	47.8	47.3	5.26	4.88	-0.9
AFFILIATION:													
Chain	$26.99	$26.87	$ 8.18	$ 7.86	0.33	0.34	0.21	0.21	43.3	42.6	$ 5.18	$ 4.93	-2.7
Independent	42.35	42.57	9.22	8.87	0.35	0.36	0.23	0.23	45.8	44.7	5.63	5.39	-2.3
LOCATION:													
Center City	$33.50	$33.82	$ 9.46	$ 9.03	0.32	0.33	0.21	0.21	48.2	46.8	$ 6.49	$ 6.02	-4.7
Suburban	27.13	27.74	7.46	7.33	0.35	0.36	0.23	0.23	41.2	40.2	4.42	4.29	-3.9
Highway	20.81	19.66	6.31	6.09	0.36	0.37	0.23	0.23	37.9	38.3	3.19	3.24	7.5
Airport	26.09	26.08	7.48	7.08	0.35	0.35	0.22	0.22	41.4	41.9	4.41	4.26	-3.5
Resort	39.16	38.66	9.69	9.21	0.34	0.35	0.21	0.22	39.8	39.3	5.40	5.13	-2.4
SIZE:													
Under 150 Rooms	$27.15	$27.08	$ 6.84	$ 6.48	0.38	0.39	0.24	0.24	38.3	38.2	$ 3.63	$ 3.51	-2.8
150 to 300 Rooms	24.36	24.63	7.03	6.75	0.36	0.36	0.23	0.23	42.0	41.5	4.19	4.03	-3.6
300 to 600 Rooms	31.71	32.10	8.65	8.38	0.33	0.33	0.22	0.22	45.7	45.1	5.52	5.30	-3.4
Over 600 Rooms	37.97	36.94	10.88	10.52	0.31	0.32	0.19	0.19	45.5	44.2	7.09	6.70	-0.4
TYPE:													
Hotel	$36.04	$36.24	$ 9.17	$ 8.79	0.33	0.33	0.21	0.21	45.1	44.1	$ 5.91	$ 5.55	-3.9
Motor Hotel	20.60	20.17	6.66	6.39	0.36	0.37	0.23	0.23	40.0	40.0	3.80	3.75	0.8

FOOD AND BEVERAGE REPORT - JUNE 1983 COMPARED WITH JUNE 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$28.56	$27.86	$ 8.56	$ 8.08	0.33	0.34	0.21	0.21	45.4	45.0	$ 5.52	$ 5.21	-1.7
REGION:													
Northeast	$35.80	$34.53	$11.23	$10.55	0.31	0.32	0.20	0.20	49.4	48.6	$ 7.84	$ 7.35	-1.6
Southeast	25.45	23.57	8.25	7.83	0.35	0.35	0.21	0.22	41.0	42.2	4.85	4.88	5.7
North Central	29.68	27.94	6.96	6.59	0.34	0.34	0.21	0.21	41.1	41.6	3.89	3.74	1.7
South Central	23.62	26.08	7.42	7.36	0.35	0.36	0.23	0.22	43.9	41.9	4.93	4.46	-11.3
West	30.50	27.94	8.92	7.95	0.33	0.34	0.22	0.22	54.8	55.9	6.06	5.48	0.9
AFFILIATION:													
Chain	$25.85	$25.46	$ 8.32	$ 7.82	0.33	0.33	0.21	0.21	44.9	44.5	$ 5.48	$ 5.12	-3.6
Independent	41.90	39.68	9.25	8.87	0.35	0.36	0.23	0.23	47.5	47.3	5.63	5.53	4.4
LOCATION:													
Center City	$33.03	$32.06	$10.23	$ 9.38	0.31	0.32	0.20	0.20	48.8	49.1	$ 7.04	$ 6.47	-5.0
Suburban	24.61	25.84	6.53	6.68	0.35	0.35	0.23	0.22	43.7	40.3	4.28	4.06	-2.2
Highway	20.15	19.18	6.29	6.00	0.37	0.37	0.23	0.24	40.1	40.4	3.29	3.25	3.9
Airport	23.90	23.28	8.01	7.23	0.35	0.36	0.22	0.21	41.8	41.4	4.51	4.27	-1.8
Resort	36.85	34.45	9.66	9.11	0.34	0.35	0.21	0.22	41.6	42.3	5.51	5.32	3.3
SIZE:													
Under 150 Rooms	$25.04	$24.49	$ 6.91	$ 6.40	0.38	0.39	0.25	0.25	39.2	39.0	$ 3.71	$ 3.49	-1.4
150 to 300 Rooms	22.76	23.11	6.52	6.24	0.35	0.36	0.22	0.22	43.9	42.8	4.10	3.88	-3.4
300 to 600 Rooms	30.27	28.88	9.11	8.71	0.33	0.33	0.22	0.22	47.5	48.2	6.12	5.90	0.3
Over 600 Rooms	36.94	35.35	11.55	10.78	0.31	0.31	0.19	0.19	46.2	45.7	7.56	7.05	-1.2
TYPE:													
Hotel	$34.39	$33.43	$ 9.39	$ 8.81	0.33	0.33	0.21	0.21	46.5	46.3	$ 6.26	$ 5.86	-2.2
Motor Hotel	19.24	18.97	6.55	6.28	0.36	0.36	0.23	0.23	41.5	40.8	3.81	3.64	-0.3

TREND REPORT JUNE 1983 COMPARED WITH JUNE 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	4.0	4.4	2.5	6.7	70.1	-0.1	57.7	6.9	$ 53.39	3.8	$ 80.85	3.4
REGION:												
Northeast	5.3	5.8	3.7	7.5	74.9	1.6	38.8	2.1	$ 73.36	5.4	$110.60	4.9
Southeast	16.4	20.1	8.0	17.0	72.8	10.6	104.3	5.4	49.16	5.9	75.37	2.6
North Central	6.8	6.4	6.2	14.2	69.8	3.1	39.7	-1.5	44.92	2.8	73.11	3.2
South Central	-11.3	-12.0	-9.4	-12.0	63.4	-11.9	45.6	5.3	47.44	-0.8	69.76	-
West	10.6	11.2	9.2	10.2	73.3	2.4	59.0	3.1	53.27	7.4	77.82	6.8
AFFILIATION:												
Chain	3.3	3.8	1.5	5.8	70.7	-0.8	59.6	7.3	$ 52.67	3.6	$ 78.40	3.1
Independent	6.4	6.5	5.6	10.7	67.5	2.3	49.6	5.3	56.53	4.7	91.49	4.6
LOCATION:												
Center City	3.3	3.1	3.0	7.9	68.0	-0.3	42.4	1.9	$ 67.04	3.7	$101.71	4.0
Suburban	-4.3	-4.2	-4.8	-3.3	69.7	-5.0	47.8	4.8	45.62	0.2	68.58	0.1
Highway	9.1	10.0	5.0	20.3	73.0	1.1	75.0	14.3	39.15	6.2	52.99	5.4
Airport	1.6	2.2	2.7	-7.4	69.4	-0.1	32.9	3.1	47.35	1.7	73.66	1.1
Resort	12.2	14.7	7.0	15.7	71.7	5.3	108.4	2.1	59.79	8.1	99.53	5.7
SIZE:												
Under 150 Rooms	2.2	1.9	2.2	13.0	71.4	-3.1	62.3	5.2	$ 37.31	4.8	$ 49.80	5.1
150 to 300 Rooms	0.2	1.2	-1.5	-3.3	69.1	-1.7	49.3	1.9	45.58	2.8	68.30	1.7
300 to 600 Rooms	5.0	5.4	4.8	1.9	68.1	0.7	61.5	11.2	59.87	2.7	94.52	2.3
Over 600 Rooms	7.5	7.9	4.5	16.8	72.4	4.2	60.8	9.5	74.22	2.7	115.97	2.3
TYPE:												
Hotel	3.8	4.0	2.9	6.3	68.4	-0.6	50.4	6.6	$ 64.45	3.9	$103.49	3.7
Motor Hotel	4.4	5.2	1.4	8.0	72.0	-0.6	68.3	7.7	43.53	4.0	61.05	3.2
*Economy	3.3	3.6	-	-14.4	71.5	3.0	56.0	1.4	30.03	3.4	30.79	3.2

* Economy data is based on a sample of properties taken from the National Trend of Business in the Economy Lodging Industry.
\- NO CHANGE

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YEAR TO DATE TREND REPORT - AS OF JUNE 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	1.8	2.5	0.1	3.0	65.4	-1.4	52.1	5.7	$ 51.09	3.1	$ 77.96	2.4
REGION:												
Northeast	4.6	4.6	4.2	7.2	66.1	0.6	36.8	7.9	$ 68.57	4.8	$107.38	4.8
Southeast	11.4	14.5	4.8	10.9	75.1	9.0	88.4	5.5	53.88	2.4	80.82	-0.4
North Central	2.3	3.2	0.4	4.5	58.2	0.2	37.1	-2.9	39.41	3.0	63.84	2.1
South Central	-11.6	-12.2	-10.1	-11.9	61.2	-12.4	39.9	1.3	47.76	-0.6	71.11	0.1
West	4.9	6.0	2.5	6.9	68.4	-1.4	52.4	1.0	48.73	6.6	71.80	5.5
AFFILIATION:												
Chain	1.9	2.3	0.3	4.4	66.1	-1.8	49.8	6.9	$ 49.68	3.1	$ 74.30	2.7
Independent	1.5	2.9	-0.7	-1.1	62.7	0.5	61.3	2.7	57.03	3.1	93.32	1.7
LOCATION:												
Center City	0.2	0.4	-1.0	4.0	62.4	-1.9	41.6	3.2	$ 63.32	2.5	$ 98.99	2.2
Suburban	-3.5	-4.0	-2.4	-4.3	63.5	-5.4	40.8	3.3	45.22	0.8	70.31	1.3
Highway	8.3	9.0	5.8	10.7	66.3	0.3	63.9	11.5	35.57	6.5	48.17	5.8
Airport	-0.6	-0.6	-0.4	-1.4	68.8	-2.4	31.6	-2.8	47.02	1.4	73.21	1.4
Resort	6.4	9.1	1.6	4.3	71.0	2.7	97.3	3.2	65.05	5.2	102.85	2.6
SIZE:												
Under 150 Rooms	1.2	1.3	0.5	2.9	63.5	-3.8	56.0	2.9	$ 34.55	5.2	$ 45.81	5.0
150 to 300 Rooms	-0.4	0.4	-1.7	-2.7	65.7	-1.8	47.5	4.2	45.53	2.0	69.35	1.2
300 to 600 Rooms	-0.4	0.1	-1.6	1.8	63.8	-2.7	53.5	4.7	59.12	1.3	94.35	0.8
Over 600 Rooms	6.3	7.6	3.2	8.7	68.8	3.6	54.1	11.8	72.39	2.0	114.80	0.7
TYPE:												
Hotel	0.7	1.3	-0.7	2.3	64.8	-2.1	46.6	4.3	$ 63.86	2.9	$104.17	2.2
Motor Hotel	4.2	4.8	2.3	6.4	67.4	-0.3	59.8	8.1	42.49	3.5	60.02	2.9
Economy	1.2	1.4	9.7	-21.4	61.4	-2.2	51.5	-0.2	25.52	5.1	26.46	5.0

- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JUNE 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.45	$30.43	$ 8.59	$ 8.27	0.34	0.34	0.22	0.22	42.9	42.3	$ 5.27	$ 5.05	-2.7
REGION													
Northeast	$37.24	$35.75	$10.32	$ 9.64	0.32	0.33	0.20	0.21	48.9	48.1	$ 7.32	$ 6.85	-1.6
Southeast	27.90	26.62	8.63	8.43	0.34	0.35	0.22	0.22	37.6	38.2	4.78	4.87	3.5
North Central	31.96	31.84	7.43	7.18	0.35	0.35	0.22	0.23	41.6	41.5	4.18	4.04	-2.3
South Central	25.78	28.67	8.06	8.06	0.34	0.34	0.22	0.22	41.3	39.4	4.79	4.56	-10.0
West	32.82	32.01	8.72	8.21	0.34	0.34	0.21	0.22	46.8	46.3	5.35	4.98	-1.2
AFFILIATION													
Chain	$27.58	$27.49	$ 8.31	$ 8.01	0.33	0.34	0.21	0.21	42.3	41.8	$ 5.15	$ 4.93	-2.7
Independent	43.09	43.38	9.34	8.98	0.35	0.35	0.23	0.23	44.8	43.8	5.62	5.38	-2.5
LOCATION													
Center City	$34.48	$34.84	$ 9.57	$ 9.15	0.32	0.32	0.21	0.21	46.9	45.7	$ 6.42	$ 5.98	-4.5
Suburban	27.81	28.51	7.52	7.39	0.35	0.35	0.23	0.23	40.5	39.4	4.41	4.26	-4.6
Highway	21.31	20.15	6.36	6.15	0.36	0.37	0.23	0.23	37.3	37.9	3.14	3.22	8.1
Airport	26.03	26.14	7.67	7.27	0.35	0.36	0.22	0.23	40.0	40.6	4.35	4.25	-4.2
Resort	39.42	38.81	9.92	9.43	0.34	0.34	0.21	0.22	39.0	38.6	5.45	5.21	-1.9
SIZE													
Under 150 Rooms	$27.25	$27.11	$ 6.97	$ 6.59	0.38	0.39	0.24	0.24	37.6	37.7	$ 3.67	$ 3.55	-2.8
150 to 300 Rooms	24.54	24.96	7.04	6.79	0.36	0.36	0.23	0.23	41.4	40.7	4.13	3.98	-3.8
300 to 600 Rooms	32.56	33.10	8.82	8.59	0.33	0.33	0.22	0.22	44.9	44.4	5.56	5.37	-3.6
Over 600 Rooms	39.25	38.02	11.10	10.71	0.31	0.31	0.19	0.19	43.9	43.0	7.00	6.65	-
TYPE													
Hotel	$36.83	$37.09	$ 9.30	$ 8.92	0.33	0.33	0.21	0.21	44.0	43.1	$ 5.86	$ 5.51	-4.1
Motor Hotel	20.93	20.45	6.78	6.53	0.36	0.37	0.23	0.23	39.4	39.5	3.81	3.80	1.5

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TWELVE MONTH TREND REPORT - AS OF JUNE 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	0.8	1.4	-0.6	3.1	64.2	-3.3	53.1	4.1	$ 49.55	4.2	$ 74.79	3.7
REGION:												
Northeast	3.2	3.0	3.0	7.5	67.2	-2.0	40.1	4.7	$ 69.35	5.7	$105.88	5.9
Southeast	8.5	10.6	3.7	10.8	68.2	5.6	88.1	4.4	50.89	2.8	77.27	0.9
North Central	0.2	1.2	-1.9	2.3	59.5	-2.1	40.9	0.7	37.14	4.1	57.47	3.0
South Central	-9.3	-9.6	-8.4	-10.6	60.9	-11.9	41.9	0.2	46.71	1.7	69.15	2.1
West	3.6	4.6	1.4	6.5	68.6	-3.5	55.7	-1.2	47.69	7.0	70.04	6.1
AFFILIATION:												
Chain	0.9	1.3	-0.3	4.6	65.1	-3.6	50.4	4.8	$ 48.28	4.1	$ 71.34	3.7
Independent	0.5	1.7	-1.4	-0.7	60.6	-2.6	62.8	2.4	54.76	4.9	89.03	3.7
LOCATION:												
Center City	-0.3	-	-1.6	4.3	61.7	-3.7	43.1	2.4	$ 63.28	3.9	$ 97.22	3.6
Suburban	-3.3	-3.5	-2.8	-2.7	63.0	-6.7	42.9	1.7	43.84	2.8	67.34	3.0
Highway	6.0	6.5	4.3	10.1	65.8	-1.8	64.0	7.7	33.41	6.8	44.46	6.4
Airport	-2.2	-2.2	-2.1	-2.2	66.8	-4.4	32.2	-3.9	46.35	2.6	71.33	2.6
Resort	5.4	7.5	1.9	3.9	66.7	0.5	98.4	2.7	60.67	5.7	96.91	3.7
SIZE:												
Under 150 Rooms	0.8	0.9	0.3	1.7	64.7	-5.0	57.3	1.4	$ 32.96	6.2	$ 43.00	6.1
150 to 300 Rooms	-1.4	-0.8	-2.4	-2.8	63.5	-3.6	47.7	3.5	44.70	2.9	68.24	2.3
300 to 600 Rooms	-0.8	-0.2	-2.2	1.9	62.6	-4.4	55.7	3.3	57.65	3.0	90.98	2.5
Over 600 Rooms	4.8	5.6	2.6	8.9	66.5	0.9	54.4	8.4	72.09	3.0	112.49	2.2
TYPE:												
Hotel	-	0.5	-1.2	2.5	63.3	-3.5	48.0	2.8	$ 62.62	3.9	$100.95	3.4
Motor Hotel	2.5	2.9	0.9	5.9	65.0	-2.7	60.2	6.0	41.77	4.4	59.11	3.9
Economy	1.8	1.8	10.5	-9.2	65.2	-4.3	52.0	-0.8	24.77	7.0	25.55	7.0

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JUNE 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.15	$30.33	$ 8.61	$ 8.25	0.34	0.34	0.22	0.22	42.9	42.0	$ 5.43	$ 5.13	-4.3
REGION:													
Northeast	$36.14	$35.10	$10.43	$ 9.77	0.32	0.32	0.20	0.21	47.2	46.5	$ 7.32	$ 6.82	-2.6
Southeast	27.84	26.84	8.54	8.25	0.34	0.35	0.22	0.22	39.3	39.4	5.08	4.99	0.5
North Central	30.83	31.44	7.30	7.10	0.35	0.36	0.22	0.23	41.5	41.3	4.14	4.06	-4.2
South Central	25.38	27.71	8.00	7.92	0.35	0.35	0.22	0.22	41.0	38.6	4.85	4.51	-10.2
West	33.12	32.68	8.88	8.28	0.34	0.34	0.22	0.22	45.2	44.6	5.56	5.11	-4.0
AFFILIATION:													
Chain	$27.41	$27.50	$ 8.40	$ 8.07	0.33	0.34	0.21	0.21	42.3	41.6	$ 5.37	$ 5.09	-4.2
Independent	41.79	42.37	9.12	8.70	0.35	0.36	0.23	0.23	44.6	43.3	5.58	5.26	-4.5
LOCATION:													
Center City	$33.94	$34.47	$ 9.70	$ 9.24	0.32	0.32	0.20	0.21	46.4	45.1	$ 6.55	$ 6.07	-5.6
Suburban	27.52	28.32	7.52	7.34	0.35	0.36	0.23	0.23	40.4	39.0	4.50	4.26	-6.2
Highway	21.12	20.25	6.34	6.08	0.37	0.37	0.23	0.24	37.2	37.8	3.23	3.27	4.6
Airport	25.70	26.25	7.53	7.27	0.35	0.36	0.22	0.22	40.1	39.9	4.44	4.36	-5.5
Resort	38.85	38.14	9.47	8.89	0.34	0.35	0.22	0.22	39.7	39.3	5.43	5.07	-3.3
SIZE:													
Under 150 Rooms	$27.01	$26.93	$ 6.81	$ 6.42	0.39	0.39	0.24	0.25	37.6	37.6	$ 3.67	$ 3.54	-4.2
150 to 300 Rooms	25.03	25.65	7.14	6.89	0.36	0.36	0.23	0.23	41.6	40.8	4.27	4.12	-5.4
300 to 600 Rooms	31.91	32.62	8.72	8.43	0.33	0.33	0.22	0.22	44.9	43.7	5.59	5.26	-5.1
Over 600 Rooms	38.33	37.34	11.12	10.63	0.31	0.31	0.19	0.20	43.5	42.7	7.13	6.71	-1.9
TYPE:													
Hotel	$36.04	$36.46	$ 9.31	$ 8.88	0.33	0.33	0.21	0.22	43.8	42.7	$ 5.96	$ 5.55	-5.5
Motor Hotel	21.47	21.28	6.79	6.52	0.36	0.37	0.23	0.23	39.5	39.5	3.96	3.89	-1.1

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JULY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.31	$30.42	$ 8.61	$ 8.26	0.34	0.34	0.22	0.22	43.5	42.7	$ 5.42	$ 5.13	-3.9
REGION:													
Northeast	$36.42	$35.29	$10.51	$ 9.82	0.32	0.32	0.20	0.21	47.9	47.3	$ 7.37	$ 6.86	-2.8
Southeast	27.86	26.86	8.52	8.25	0.34	0.35	0.22	0.22	39.9	40.0	5.08	4.97	0.6
North Central	31.02	31.32	7.32	7.15	0.35	0.36	0.22	0.23	41.9	41.9	4.16	4.09	-2.6
South Central	25.40	27.91	7.99	7.91	0.35	0.35	0.22	0.22	41.6	39.1	4.84	4.48	-10.5
West	33.47	32.79	8.79	8.18	0.34	0.34	0.22	0.22	46.3	45.6	5.45	5.02	-3.1
AFFILIATION:													
Chain	$27.51	$27.51	$ 8.39	$ 8.05	0.33	0.34	0.21	0.21	42.9	42.2	$ 5.35	$ 5.07	-3.8
Independent	42.24	42.79	9.17	8.76	0.35	0.36	0.23	0.23	45.2	44.0	5.59	5.27	-4.0
LOCATION:													
Center City	$34.03	$34.48	$ 9.70	$ 9.24	0.32	0.32	0.20	0.21	47.1	45.8	$ 6.56	$ 6.08	-5.5
Suburban	27.71	28.46	7.57	7.40	0.35	0.36	0.23	0.23	40.9	39.5	4.50	4.29	-5.5
Highway	21.02	20.06	6.34	6.05	0.36	0.37	0.23	0.24	37.7	38.2	3.26	3.28	4.9
Airport	26.00	26.46	7.47	7.23	0.35	0.35	0.22	0.22	41.1	40.9	4.47	4.37	-4.0
Resort	39.29	38.51	9.49	8.91	0.34	0.35	0.22	0.22	40.2	39.7	5.40	5.04	-3.2
SIZE:													
Under 150 Rooms	$27.48	$27.45	$ 6.80	$ 6.41	0.39	0.39	0.24	0.25	38.1	37.9	$ 3.64	$ 3.51	-4.3
150 to 300 Rooms	25.14	25.65	7.15	6.90	0.36	0.36	0.23	0.23	42.0	41.3	4.30	4.14	-4.8
300 to 600 Rooms	31.96	32.54	8.70	8.39	0.33	0.33	0.22	0.22	45.5	44.3	5.57	5.23	-4.6
Over 600 Rooms	38.29	37.28	11.09	10.64	0.31	0.31	0.19	0.20	44.4	43.5	7.14	6.73	-1.7
TYPE:													
Hotel	$36.26	$36.57	$ 9.30	$ 8.88	0.33	0.33	0.21	0.22	44.6	43.5	$ 5.97	$ 5.57	-5.0
Motor Hotel	21.38	21.16	6.78	6.50	0.36	0.37	0.23	0.23	40.0	39.9	3.93	3.85	-0.8

TWELVE MONTH TREND REPORT - AS OF JULY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	1.2	1.7	-0.3	3.0	64.1	-2.9	53.0	4.1	$ 50.14	4.1	$ 76.00	3.5
REGION:												
Northeast	3.3	3.1	3.2	7.2	67.3	-1.6	39.8	3.4	$ 69.85	5.5	$107.06	5.7
Southeast	9.2	11.8	3.7	10.1	68.3	6.2	88.4	4.2	51.19	3.0	77.84	0.7
North Central	1.2	2.2	-0.9	3.3	59.4	-1.3	39.8	-0.3	38.01	4.1	59.45	3.0
South Central	-10.0	-10.4	-9.0	-10.9	60.1	-12.3	41.5	1.0	46.72	1.1	69.38	1.6
West	4.3	5.2	2.1	6.2	68.5	-3.1	54.9	-1.3	48.94	7.0	72.05	6.1
AFFILIATION:												
Chain	1.3	1.7	-	4.5	65.0	-3.1	50.3	5.0	$ 48.91	4.0	$ 72.50	3.6
Independent	0.7	2.0	-1.3	-0.9	60.5	-2.1	62.9	1.8	55.26	4.7	90.44	3.4
LOCATION:												
Center City	-0.1	0.1	-1.3	4.1	61.7	-3.4	42.8	1.7	$ 63.53	3.8	$ 98.06	3.6
Suburban	-3.1	-3.4	-2.7	-2.3	62.9	-6.3	42.7	1.9	44.19	2.3	68.17	2.6
Highway	6.8	7.3	4.7	10.0	65.5	-1.4	64.5	8.4	34.04	6.9	45.45	6.4
Airport	-1.7	-1.6	-1.7	-2.2	66.9	-3.6	31.9	-4.2	46.85	2.3	72.07	2.2
Resort	5.9	8.2	2.0	3.4	66.4	0.9	99.3	2.7	61.39	5.6	98.38	3.4
SIZE:												
Under 150 Rooms	0.7	0.9	0.1	1.4	64.1	-4.9	57.0	1.6	$ 33.48	5.9	$ 43.91	5.8
150 to 300 Rooms	-0.9	-0.3	-2.0	-2.4	63.5	-3.1	47.5	3.0	44.95	2.8	68.71	2.2
300 to 600 Rooms	-0.4	0.3	-1.8	1.5	62.7	-3.7	55.3	3.6	58.04	2.8	91.73	2.2
Over 600 Rooms	5.0	5.9	2.7	8.5	66.6	1.2	54.9	7.9	72.15	3.0	113.11	2.1
TYPE:												
Hotel	0.4	0.9	-0.9	2.4	63.3	-3.2	48.0	3.0	$ 62.96	3.8	$101.77	3.3
Motor Hotel	2.8	3.4	1.1	5.6	65.0	-2.1	60.3	5.8	41.94	4.2	59.37	3.6
Economy	1.6	1.6	9.5	-8.9	64.2	-3.9	51.3	-0.6	25.07	6.6	25.93	6.6

- % CHANGE

B5050-4

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NATIONAL TREND OF BUSINESS

Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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JULY 1983 COMPARED WITH JULY 1982

OCCUPANCY LEVEL STABILIZES;
TOTAL SALES INCREASE 3 PERCENT

The occupancy rate for July 1983 was 67.1 percent, only 0.7 percent below last July's level. Although an increase over last year was not attained, as was expected, three of the five regions we analyzed posted healthy increases in occupancy. Properties in the North Central region, for example, achieved an almost four and a half percent rise over last year's results. Economy lodging facilities posted both the highest occupancy rate, 78.4 percent, and the largest increase, over 6 percent. Highway properties, which tend to cater to both families traveling for pleasure and company representatives traveling for business purposes, also experienced increases in occupancies. The decline in occupancies for center city and suburban locations can be attributed to the reduction in convention spending by many companies by either shortening the stay, decreasing the number of participants at meetings, or cancelling unnecessary functions.

An increase in room sales of over 4 percent combined with higher food and beverage and other revenues increased total sales by 3 percent over last year. Once again the bulk of these increases stemmed from the business generated in facilities located along highways. The average receipt per cover increased $.35 over last year while the ratio of both food cost to food sales and beverage cost to beverage sales remained constant when compared to last July.

Even though there were indicators at the beginning of the year which were pointing to a healthy recovery this summer, the rate of this recovery has been quite slow and seems to have stabilized. For the first seven months of 1983, the occupancy rate has declined 1.2 percent to 65.7 percent. At this point, it will be difficult for the industry to show much more than a one percent increase in occupancies over 1982. With room sales per occupied room and total sales per occupied room increasing 3.3 percent and 2.5 percent, respectively so far this year and double occupancy climbing 5.2 percent, total revenues should increase about 3 percent for the year.

	Projections	Actual Last Year
September 1983	67-66%	63.3%
October 1983	67-69%	67.5%
November 1983	59-61%	59.3%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	63.5%	– 1.8%
AFFILIATION:		
Chain	64.0	– 3.1
Independent	60.4	– 5.9
AREA:		
Northeast	66.7	– 3.1
Southeast	63.5	– 7.9
North Central	60.7	– 0.8
South Central	59.7	– 3.5
West	69.9	+ 3.8
LOCATION:		
Center City	59.8	– 4.4
Suburban	64.5	– 0.4
Highway	68.2	+ 2.8
Airport	64.5	– 4.0
Resort	60.1	– 11.8
SIZE:		
Under 150 rooms	66.7	+ 1.6
150 to 299 rooms	63.0	– 2.3
300 to 600 rooms	63.2	– 1.8
Over 600 rooms	62.6	– 6.5
TYPE:		
Hotel	61.5	– 3.4
Motor Hotel	65.3	– 2.3
Economy	66.3	+ 2.4

*FROM PREVIOUS MONTH

Randell A. Smith, Associate Director
Chris Bodnar, Research Associate
Research and Development

TREND REPORT JULY 1983 COMPARED WITH JULY 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	3.0	4.3	0.1	0.8	67.1	-0.7	72.3	2.4	$ 52.15	4.0	$ 74.88	2.7
REGION:												
Northeast	5.6	6.1	4.4	3.6	67.4	2.7	51.8	-4.8	$ 71.23	4.6	$100.86	4.0
Southeast	10.1	14.2	1.6	4.9	69.4	3.6	115.3	2.4	50.14	7.2	73.46	3.4
North Central	7.8	8.9	5.0	10.5	66.9	4.4	49.6	-0.2	42.90	3.2	63.68	2.1
South Central	-10.2	-9.8	-10.3	-14.5	60.6	-10.0	55.5	6.1	45.74	-0.7	65.15	-1.1
West	5.6	6.7	2.9	4.4	74.6	-0.1	71.8	-2.4	53.38	5.5	74.82	4.5
AFFILIATION:												
Chain	3.1	4.3	-0.1	2.5	68.2	-0.9	68.9	3.9	$ 51.24	3.8	$ 71.57	2.7
Independent	2.6	4.2	0.5	-3.5	63.0	-0.5	82.9	-1.4	55.56	4.6	87.26	3.0
LOCATION:												
Center City	0.8	1.2	-0.3	1.2	60.0	-2.3	54.1	-2.2	$ 62.05	3.5	$ 90.80	3.0
Suburban	1.0	1.9	-1.0	-0.1	68.9	-1.0	60.4	4.9	45.37	2.3	65.05	1.4
Highway	10.6	11.9	5.4	9.4	75.0	1.1	93.2	6.5	40.55	7.9	51.53	6.7
Airport	0.5	1.3	-0.8	-6.6	67.3	-0.4	37.6	-4.8	46.58	0.8	67.23	-
Resort	4.8	8.0	-0.6	-0.5	70.0	-0.6	127.7	2.2	64.31	6.7	99.77	3.6
SIZE:												
Under 150 Rooms	2.3	3.7	-2.2	-2.6	74.0	-1.6	80.2	5.1	$ 39.67	4.7	$ 50.83	3.3
150 to 300 Rooms	3.3	4.3	1.3	-0.5	67.8	-0.1	59.4	-1.7	46.88	3.9	67.49	3.0
300 to 600 Rooms	2.3	3.2	0.7	-2.2	63.9	-2.0	80.3	6.9	58.72	3.6	86.66	2.6
Over 600 Rooms	3.7	5.6	-1.0	4.1	62.6	0.3	77.7	0.9	68.22	3.3	101.86	1.5
TYPE:												
Hotel	1.6	2.6	-0.3	0.1	62.5	-2.0	63.8	0.9	$ 61.63	3.8	$ 93.88	2.8
Motor Hotel	5.3	6.8	1.1	2.6	71.5	-0.1	82.9	3.0	44.24	5.0	59.10	3.6
*Economy	5.8	6.3	-0.2	-13.5	78.4	6.2	85.5	10.3	31.38	4.2	32.47	3.7

* Economy data is based on a sample of properties taken from the National Trend of Business in the Economy Lodging Industry.

\- NO CHANGE

FOOD AND BEVERAGE REPORT - JULY 1983 COMPARED WITH JULY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$25.52	$25.50	$ 7.77	$ 7.42	0.35	0.35	0.21	0.21	51.0	49.3	$ 5.44	$ 5.08	-3.1
REGION:													
Northeast	$29.00	$27.77	$ 9.67	$ 8.99	0.34	0.34	0.20	0.20	57.6	57.3	$ 7.85	$ 7.34	-2.8
Southeast	23.45	23.09	7.58	7.35	0.35	0.36	0.22	0.21	47.4	46.5	5.05	4.83	-1.6
North Central	25.74	24.52	6.80	6.67	0.35	0.36	0.22	0.22	49.1	48.5	4.40	4.31	5.4
South Central	22.03	24.55	6.90	6.72	0.36	0.35	0.22	0.22	48.0	43.9	4.70	4.22	-11.9
West	29.90	29.06	8.14	7.54	0.34	0.35	0.22	0.23	51.8	49.7	4.95	4.47	-0.5
AFFILIATION:													
Chain	$22.50	$22.51	$ 7.48	$ 7.12	0.34	0.34	0.21	0.21	50.3	48.5	$ 5.34	$ 4.96	-3.8
Independent	37.54	37.36	8.54	8.24	0.36	0.37	0.22	0.23	53.2	51.6	5.73	5.46	-1.1
LOCATION:													
Center City	$27.33	$27.41	$ 8.76	$ 8.21	0.34	0.34	0.21	0.21	58.4	55.6	$ 6.96	$ 6.24	-6.3
Suburban	22.57	22.80	7.08	6.90	0.36	0.36	0.23	0.22	46.5	46.0	4.57	4.60	0.1
Highway	17.28	16.40	6.12	5.89	0.36	0.37	0.23	0.23	42.9	41.6	3.53	3.37	3.5
Airport	23.21	23.39	6.53	6.19	0.35	0.36	0.22	0.21	46.7	46.1	4.12	3.94	-1.7
Resort	37.05	37.27	8.45	8.06	0.35	0.36	0.21	0.21	44.9	43.4	5.08	4.69	-4.6
SIZE:													
Under 150 Rooms	$25.71	$26.29	$ 6.15	$ 5.87	0.39	0.40	0.24	0.24	43.7	42.3	$ 3.48	$ 3.33	-3.6
150 to 300 Rooms	22.46	22.17	7.01	6.61	0.35	0.36	0.22	0.23	44.8	44.9	4.38	4.17	-4.0
300 to 600 Rooms	26.18	25.99	7.67	7.19	0.34	0.34	0.22	0.22	52.1	51.1	5.34	5.03	-2.0
Over 600 Rooms	29.53	29.83	9.55	9.38	0.34	0.33	0.19	0.19	58.8	54.3	7.64	6.98	-2.7
TYPE:													
Hotel	$30.71	$30.80	$ 8.59	$ 8.21	0.34	0.34	0.21	0.21	53.5	51.4	$ 6.28	$ 5.80	-3.7
Motor Hotel	18.29	18.10	6.05	5.72	0.36	0.37	0.22	0.22	44.4	43.6	3.74	3.57	-1.8

YEAR TO DATE TREND REPORT - AS OF JULY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	2.0	2.8	0.2	2.7	65.7	-1.2	54.4	5.2	$ 51.27	3.3	$ 77.61	2.5
REGION:												
Northeast	4.7	4.8	4.2	6.8	66.3	0.9	38.9	5.4	$ 68.95	4.8	$106.44	4.7
Southeast	11.3	14.5	4.5	9.0	74.4	8.3	91.9	4.8	53.41	3.0	79.88	0.2
North Central	3.0	4.0	0.9	5.1	59.1	0.7	38.3	-2.3	39.81	3.1	63.86	2.1
South Central	-11.4	-11.9	-10.1	-12.2	61.1	-12.1	41.6	2.2	47.46	-0.6	70.28	-0.1
West	5.2	6.2	2.9	6.5	69.6	-1.1	54.0	0.2	49.87	6.4	72.98	5.4
AFFILIATION:												
Chain	2.1	2.7	0.4	4.2	66.4	-1.8	51.8	5.4	$ 49.94	3.2	$ 74.05	2.7
Independent	1.6	3.1	-0.5	-1.5	62.7	0.3	64.5	1.9	56.81	3.3	92.46	1.8
LOCATION:												
Center City	0.3	0.6	-0.9	3.6	62.1	-1.9	43.2	2.6	$ 63.13	2.7	$ 97.84	2.3
Suburban	-2.9	-3.1	-2.2	-3.7	64.2	-4.7	43.3	4.1	45.22	1.0	69.58	1.3
Highway	8.6	9.3	5.8	10.6	67.2	0.4	67.2	10.5	36.15	6.7	48.56	5.9
Airport	0.1	0.2	0.1	-1.5	58.9	-2.0	32.0	-3.3	47.67	1.6	73.40	1.5
Resort	6.2	9.0	1.3	3.5	70.9	2.5	101.9	2.8	54.98	5.4	102.49	2.7
SIZE:												
Under 150 Rooms	1.4	1.7	0.3	2.3	64.7	-3.4	58.6	3.5	$ 35.18	5.1	$ 46.46	4.8
150 to 300 Rooms	0.2	1.0	-1.1	-2.3	66.1	-1.5	48.9	3.4	45.77	2.3	69.17	1.5
300 to 600 Rooms	0.1	0.7	-1.2	1.3	64.1	-2.4	56.2	4.9	59.20	1.7	93.45	1.1
Over 600 Rooms	6.0	7.4	2.8	8.1	67.9	3.2	57.2	9.6	71.83	2.2	113.07	0.8
TYPE:												
Hotel	0.9	1.6	-0.5	2.0	64.6	-2.0	48.6	3.6	$ 63.57	3.0	$102.77	2.3
Motor Hotel	4.4	5.1	2.1	5.8	68.0	-0.1	62.6	7.2	42.73	3.7	59.87	3.0
Economy	1.7	1.8	8.9	-19.7	62.5	-1.6	52.9	0.6	26.00	5.1	26.95	4.9